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24 February 1973

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'Linstead'
proposal**

**Contractors'
pay freeze?**

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2344

24 February 1973 Vol. 199 No. 4849

The newswweekly for pharmacy

115th year of publication

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Benn »

Official organ of the Pharmaceutical Society of
 Ireland and of the Pharmaceutical Society of
 Northern Ireland



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 on Tuesday en route for Buckingham
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Published every Saturday by Benn Brothers Ltd,
 25 New Street Square, London EC4A 3JA (01-353 3212) Telex 27844

Subscription Department, Lyon Tower, 125 High Street,
 Colliers Wood London SW19 (01-542 8575)

Midlands office
 240-244 Stratford Road
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 Permanent House
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 041-942 2315

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 491 Chester Road
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Subscription Home and Overseas £8 pa
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Brand Leader
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10.3% Dec '72
Sterling Brand share

8.5%
Oct '72
Brand share

6.6%
April '72
Brand share

1.4%
Oct '71
Brand share



Instead: LPC's decision being reversed say NEL

North-east London Pharmaceutical Committee voiced strong objections this week to the Central NHS Committee's proposal to reverse a decision of last October's LPC representatives conference that the Lindehead working party be reconstituted.

The Central Committee's proposal, recently sent to members of LPCs, is that there should be a review of desirable changes in general practice pharmacy, followed by an approach for a government commission or inquiry. The Committee and the Council of the Pharmaceutical Society are convinced that this is likely to benefit the profession more than any secondary consideration of the situation by the working party with items of reference related only to the NHS.

It is understood that the proposal to add 13 representatives from the Society's regions is thought to create too large a body, and that the region is not the correct geographical frame". It has therefore been suggested that there should be seven additional members elected by LPCs, together with the six members of the working party remaining after the resignation of Mr Idris Hughes.

Proposed review

However, Council had felt it would be wrong to ask the working party to reconsider its own report in the presence of new members, suggesting that new evidence was unlikely to be forthcoming. It was therefore suggested that the Central Committee, the Council, the NPU Executive, and the Company Chemists' Association, should carry out the proposed review of general practice.

A letter to *C&D* signed by Mr D. C. Evans, chairman of the NEL Committee, describes the proposal to reverse the democratically expressed wish of contractors' representatives" as "utterly unacceptable".

"Indeed," it goes on "it is a denial of the very constitution of the Central Committee which binds it to decisions of representatives conferences.

Instructions

North East London Local Pharmaceutical Committee is emphatically opposed therefore to the proposals contained in CL3/73, and calls upon all Committees who have yet to reply to the PCL to instruct the Central Committee that:—

Notwithstanding the desirability of preparing for a Government Commission or Inquiry in due course, the working party be reconvened as directed by conference, but with the addition of only seven further members elected by LPC's, and that it proceed urgently to determine, in the light of evidence already submitted, and of any fresh evidence which may come to hand, such changes

as might be considered desirable in general practice pharmacy, in order to render it 'economically and professionally satisfying'.

"A requisition by ten Local Pharmaceutical Committees is all that would be required to convene a further conference, but it would be most regrettable if so much trouble and expense should be occasioned by persistence on the part of the Central Committee in an attempt to flout the will of the October conference which was called specifically to debate this subject. North East London Pharmaceutical Committee will be pleased to hear from Committees willing to join them in such a requisition, should circumstances render such a course of action necessary."

See comment: p243.

'More inspectors to call on pharmacies?'

In order to detect abuses in the operation of value added tax, Customs and Excise will possess powers of entry and inspection of records far in excess of anything that would have been considered reasonable by the normal business or professional man even a few years ago, said Mr John Iles, president North London Pharmaceutical Association last week.

In proposing the toast to the ladies at

the Association's annual dinner and dance Mr Iles said VAT might prove to be a better and fairer tax than purchase tax but there was no doubt that if it was to be effective it would need a great degree of policing by inspectors from Customs and Excise. Principal guest was Mr Charles Curran, BBC director general.

As the result of a tombola and other efforts the Association was able to give £150 towards this year's British Pharmaceutical Conference.

Pharmacy already provided employment for more kinds of inspector than any other trade or profession and he doubted if he was alone in not looking forward to yet another: "We are indeed thankful that we have at the NPU such an expert team who are seeing to it that the mechanics of VAT are made as simple as they can be and that pharmacy is ready on April 1."

VAT — a rebate scheme for stocks

The Customs and Excise have issued Notice (No 748) giving final details for making claims under the rebate scheme for dealing with the problem of unsold purchase-tax-paid stocks on March 31 which will attract VAT when sold on or after April 1.

The scheme depends on enactment by Parliament of the necessary legislation.

If the duties on alcoholic drinks, tobacco, matches and mechanical lighters are reduced to take account of VAT, it is intended that the scheme should also extend to goods on which these duties have been paid.

The purpose of this Notice is to explain in advance the conditions and procedures of the rebate scheme so that intending claimants can make the necessary arrangements. Only registered VAT traders will be entitled to claim.

'BILL' DARLING AT THE PALACE



Pictured outside Buckingham Palace with his OBE on Tuesday, Mr W. M. Darling, immediate past-president of the Pharmaceutical Society. He is accompanied by his wife, Ann, and sons, Paul (left) and Ian

'Freeze' delaying action on contractors' pay?

Chemist contractors' remuneration is being caught up in the government's prices and incomes freeze.

From a report on last month's meeting of the Central NHS (Chemist Contractors) Committee, it seems that the Department of Health is holding up the claim for a notional salary of £4,000 per annum and a profit margin equivalent to a rate of return of 20 per cent on capital employed. The claim was submitted last September, to operate from January 1, 1973.

The committee decided that the Department be informed that their arguments against immediate adoption were "unacceptable". In view of the Government's current policy on pay and prices the Committee would reserve the right to pursue the claims after April 1—it is possible that the claims might come within the scope of the proposed Prices Board.

The Committee were informed that the Department could not accept a claim submitted in respect of the salary cost of the first pharmacist after the proprietor. The Department would be informed that this reply was not acceptable and the claim would be pressed.

New Irish association for pharmacists

Pharmacists employed in the pharmaceutical industry and in the pharmaceutical wholesale field have formed a new professional association to be known as the Irish Association of Industrial and Wholesale Pharmacists. The decision to do so was a unanimous one and by a majority vote it was decided to accept representation on the newly formed Pharmaceutical Union.

Elected to the committee: Messrs. John Fitzgibbon (Squibb); Eamon Foley (Allied Pharmaceutical Distributors); Tom McAuliffe (May Roberts); Sean McElroy (P. C. Cahill, Sligo); Gerry McMurrough (Allen and Hanbury); Brian Owen (Linson) and Tom Wickham (Leo).

Appointed to the three seats allocated to them on the Union's executive committee were: Messrs. Gerry Flynn (P. C. Cahill, Cork); Michael Martin (Knoll) and Maurice Kissane (Lederle).

Mr Tom Wickham reported on a meeting of the EEC Group of Industrial Pharmacists (G.P.I.P.), which he attended as an observer in Paris last November when the Irish Association and those of Great Britain and Denmark were invited to become full members. The meeting concluded with the signing of the formal application for membership following which the association was admitted to the National Associations of the Enlarged European Community with effect from January 1.

The Association, which will hold an-

other meeting towards the end of March, invites members in administration, research, quality control, marketing, representation and production, who wish to join, to contact the secretary, Mr Eamon Foley, The Bungalow, Kimberley Road, Greystones, co Wicklow.

It was stressed that pharmacists working in the Republic who qualify in any of the Common Market countries will be eligible to join, as in the case of committee member Mr Sean McElroy, who, working in P. C. Cahills of Sligo, is a member of the Pharmaceutical Society of Northern Ireland.

Cod-liver-oil vitamins defended by maker

A defence of "safe natural vitamins" was put out last week following the statement by the president of the Pharmaceutical Society, Mr J. P. Kerr, on the dangers of vitamin overdosage. It comes from British Cod Liver Oils (Hull & Grimsby) Ltd, who say it must be remembered that the diet of some people, especially the young and the old, is inadequate in certain vitamins, and that a moderate intake is necessary.

"Certainly care should be taken to avoid an excessive amount of vitamins A and D, especially in children or those with a sweet tongue who may be tempted to consume too many pleasantly flavoured sugar-coated tablets or pills containing synthetic vitamins."

But, say the company, cod liver oil is perfectly safe to take, because the vitamins are present in very small amounts, and a very large daily amount would have to be taken over a long period before an excessive level of vitamins was built up in the body.

Mr G. E. Tunnicliffe, managing director, states: "Many people do not realise that over 99.9 per cent of cod liver oil is food energy quite outside any consideration of vitamins . . . It is mainly thought of as a means of curing or protecting children against rickets, whereas its major contribution to human nutrition as a valuable natural provider of health-giving polyunsaturates is not yet appreciated by the general public, but is becoming increasingly recognised by nutritionists."

'Suntan cream did not tan'

When a Worthing lady applied some quick-tanning cream to her skin last summer and nothing happened, she went to the local pharmacy from which she had bought it and complained. Told that it was not their responsibility, the lady took her complaint to the Worthing Weights and Measures Department, where it was discovered that

the foam contained little, if any, tanning agent.

Following the complaint, the supplier Kathleen Court (England) Ltd, Effra-road, London, were at Worthing on February 15 fined £10 and ordered to pay £25 costs after admitting an offence under the Trade Descriptions Act.

For Worthing Corporation, Richard Reed told the magistrates that the lady had bought the aerosol of Cooltan for £0.5 at a local pharmacy.

On the can, said Mr Reed, it was stated that the tan would be fast-acting and would produce a tanning effect without the need for sun bathing within three to five hours. She applied it several times without effect.

For the company Mr Christopher Clark said they had approached another supplier to produce Cooltan and it was this company that let the suppliers down.

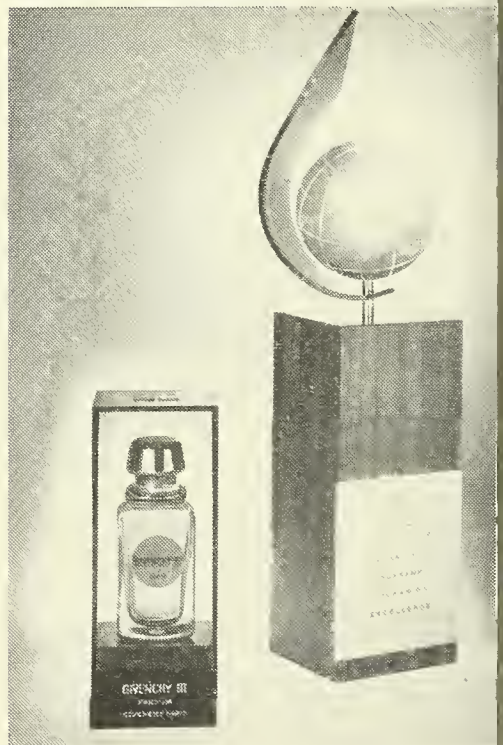
The second company, said Mr Clarke, had been asked to prepare a formula for a chemical which would tan quicker, and eventually, one was prepared containing 2.75 per cent of a chemical called dihydroxyacetone.

About 35,000 cans were produced, and some were supplied to wholesalers, but subsequently, complaints were received that the Cooltan was not tanning.

The contents were analysed and it was discovered that there was only 1.5 per cent of the chemical in the aerosols and the company thereupon took steps to recall as many cans as possible.

Mr Clarke added that members of the public who had complained were refunded their money. Court proceedings were now pending against the second company.

Givenchy winner



Parfums Givenchy Ltd have won the World Star for the packaging design of their Givenchy III perfume.

It is the third major award to be bestowed on the company for their perfume presentation. Givenchy is the first French perfume house ever to receive the World Star. The award was presented in Tokyo.

NPU and a coupon scheme

A 35p voucher redeemable through NPU pharmacies is being issued by a market research organisation carrying out a survey for Yardley Ltd.

The voucher is printed on blue card with an NPU carboy and carries the wording: As a token of our appreciation for taking part in this Image Survey please accept this voucher for 35p, which can be exchanged at your local NPU chemist for goods of your choice. *To the chemist:* This voucher may be exchanged via Coupex.

The National Pharmaceutical Union state that this wording, although discussed with Mallinson House, has not been formally approved by the NPU Executive Committee. However, Coupex will redeem these vouchers at full face value plus 50p per 100 handling fee.

Consumers' interests paramount—RTSA

No more than one-third of the members of the Consumer Protection Advisory Committee proposed under the Fair Trading Bill, should represent commercial interests and advertising, says the Retail Trading-Standards Association.

It is the Association's view that experts can always be called in to give advice on particularly knotty problems put to the Committee by the director-general of fair trading.

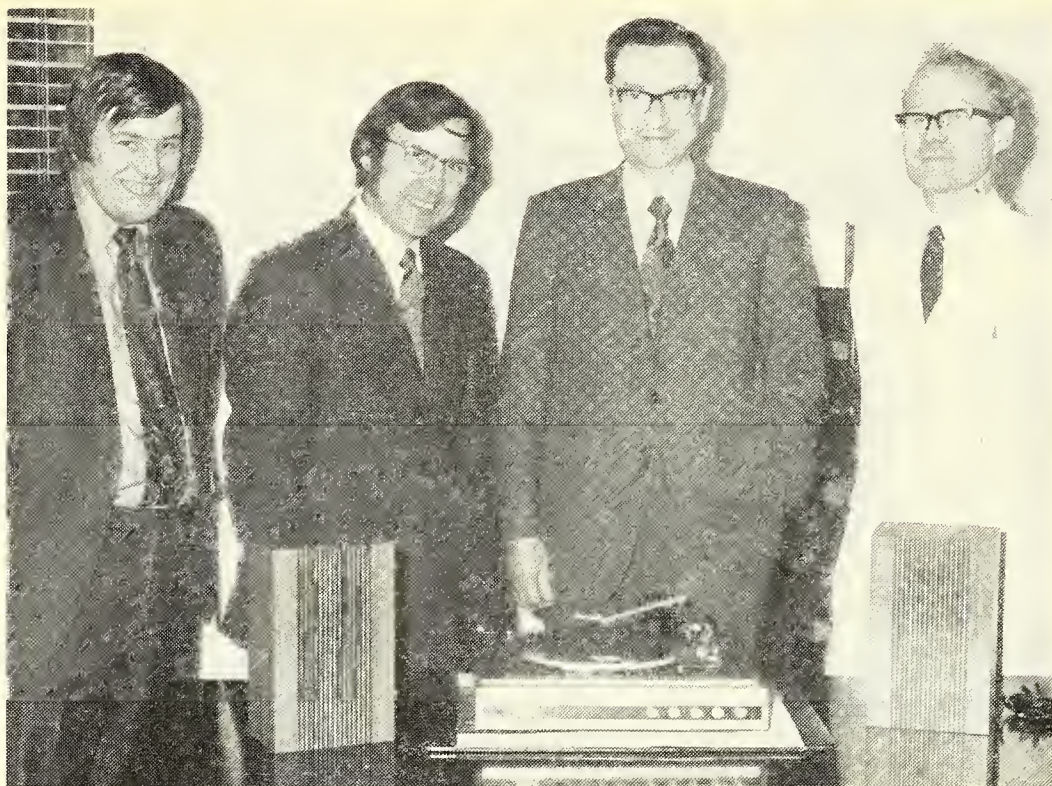
The Association is also concerned that the Bill allows up to three months to elapse between a reference by the director and the provision by the Advisory Committee of its report. RTSA takes the line that a committee of experts should be capable of reaching decisions in a much shorter time and should not be allowed "to dilly-dally".

"It would be extraordinary to imagine a committee of sensible men and women unable within a much shorter time to recognise and report upon trade practices unfair to consumers or detrimental to their interests."

DITB introduce new training pack

As shopping habits change a fresh look should be taken at selling techniques and attitudes. "What About Selling" the first of a series of training course packs designed by the Distributive Industry Training Board gives the salesman or woman a fresh viewpoint and maybe a new attitude to their job.

The course pack comprises an instructor's manual laid out to simplify course preparation and presentation; a set of



Vestric branches at Speke and Preston finished joint second in a competition organised by Chefaro Proprietaries for Sylvasun tablets, and as a result each branch was awarded a stereo record player, which they intend to raffle, the proceeds going towards social club funds. Pictured are Mr W. G. Freeman (second from right), branch manager, Speke, being presented with the record played by Mr R. S. Hannam, northern regional manager, Chefaro Proprietaries. Also in the picture is Mr A. E. Astin (left), Lancashire representative, Chefaro, and Mr K. A. Young, chief buyer, Vestric, Speke

handouts for two classes of 12: reminder cards which pinpoint salient points for future reference; and 35 visual aids available either in a self-contained flip chart or as a set of overhead projector transparencies.

Strong emphasis is placed on participation, discussion, and practical exercises. In its one-day form it occupies a total of six hours in four sessions and it can be conducted by any qualified instructor.

"What About Selling" costs £10 ranks for grant and can be obtained from Information Services Division, DITB, MacLaren House, Talbot Road, Stretford Manchester M32 0FP.

Westminster report

EEC and the safety of drugs in GB

Mr Jack Ashley asked the Secretary of State for Social Services if entry into the European Economic Community will affect the control of drug safety in Great Britain; and if he will make a statement.

Sir Keith Joseph, Secretary of State, replied "All the member countries have systems for authorising the marketing of proprietary medicinal products in the interests of safety. A number of draft directives have been submitted by the Commission to the Council, the objective of which is to achieve harmonisation of these require-

ments with a view to removing, as envisaged by Article 100 of the Treaty of Rome, the barrier to movement of medicinal products within the Community resulting from differing national requirements.

"As a member of the EEC the United Kingdom is now taking part in discussions at Brussels about these draft directives, and there is no risk that the essential safeguards that are built into the present United Kingdom arrangements under the Medicines Act 1968 will be weakened."

Free scripts?

Nearly 40 MPs have now signed the Parliamentary motion calling for free prescriptions for women when aged 60. The motion, sponsored by Dr Sir Alfred Broughton, stated "That this House is of the opinion that women who have reached their retirement age of 60 years should be exempt from National Health Service prescription charges; and urges the Government to grant them this concession".

☐ The number of traders to be registered initially for value-added tax is likely to be significantly less than the 1.5m originally estimated by Customs and Excise according to Mr Terence Higgins, financial secretary to the Treasury.

☐ "Something like 40 per cent of those who should have registered under this tax have not yet done so and even if they all sent in their forms last weekend the chaos it would cause in the Customs and Excise would make it quite impossible for this tax to be introduced properly on April 1", Dr J. Gilbert MP stated this week.

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And with Mafu you can count on fast-growing sales in a fast growing market worth £2 million in 1972.

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Company News

Store buys an adjoining pharmacy

The Liverpool-based Owen Owen departmental store group have acquired the issue share capital of chemists Cheers & Hopley Ltd, 6 Northgate Street, Chester, which adjoins one of the firm's two stores in the city.

The premises will be integrated into the existing Owen Owen store, but the pharmaceutical and dispensing business will continue under the same management.

ICI sales up

Group sales of Imperial Chemical Industries Ltd in 1972 amounted to £1,695m (£1,524m in 1971). The company say that rather more than one-third of the increase was due to new subsidiaries. Group profit after tax was £92m (£86m). Exports from the UK amounted to £291m (£263m).

'Pinnacle' for Irish firm

Johnson & Johnson (Ireland) Ltd have received the managing director's award for 1972. This award is presented to the operating division in the UK and Ireland, which achieved the highest percentage sales increase over the previous year. Johnson & Johnson (Ireland), have now set a record by winning the award four times in the last five years. The trophy, entitled Pinnacle, stands 20in high and is an origi-

inal work in marble and bronze by Irish sculptor, George Walsh.

The award was presented at a reception in the company offices in Tallaght. Mr Peter McKenna, chairman of the company made the presentation.

Strong gains for Gillette

Net sales and earnings of Gillette, based on preliminary figures, showed strong gains in 1972, according to Mr V. C. Ziegler, chairman and chief executive officer in the US. Preliminary figures showed net sales at \$870.5m, compared with \$729.6m in 1971, an increase of 19 per cent. Pre-tax income in 1972 was \$134.6m, up 22 per cent from \$110.6 in the prior year. Net income was \$75m, a 20 per cent rise from 1971 (\$62.3m).

NI wholesaler bombed

The 70,000 sq ft warehouse block of Robert Smith & Co (Derry) Ltd, wholesale chemists, Foyle Street, Londonderry, were destroyed by fire on February 11.

A fire followed the explosion caused by a 10 lb bomb.

The firm was one of the largest wholesale chemists in Northern Ireland, supplying about 150 shops and a dozen hospitals in the west of Ulster. Stock valued at £250,000 was destroyed in the fire. The main office block, including the records department, was saved.

More than 50 firemen fought the fire

for two hours. The attack on the premises caused wide resentment, because of the danger that hospitals and chemists' shops might go short of supplies.

Briefly

Mr M. E. McElduff has opened a new pharmacy at 340a Ballycolman Estate, Strabane, co Tyrone.

Drummond Pharmaceutical Holdings Ltd, has been registered as a private company of pharmaceutical chemists, with initial capital of £100. Subscribers are Jean Herbert and Thomas A. Herbert, 24 Castle Street, Edinburgh.

J. Pickles & Sons report that Mr Vic Marsh, their representative in Kent, Surrey and South London, is now almost recovered after his long illness and hopes to be calling on his customers by the beginning of March.

Portsea Island Co-operative Society Ltd have taken over from Mr A. J. C. Bull, MPS, the pharmacy of Chase Chemist, 97 Bury Road, Gosport, Hampshire. Mr Bull retains his branch at Rowner Lane, Gosport.

United Overseas Pharmaceuticals (London) Ltd, formerly Inter Alia, are to install extra machinery at their plant on Girvan's industrial estate in Ayrshire.

Appointments

International Flavours & Fragrances have appointed Mr K. J. Clarke as chief flavourist at Duddery Hill, Haverhill, Suffolk.

Trade Studies Ltd: Chris Hoefkens has joined the company as a senior research executive and Christine Pyne has been promoted field services controller.

Chemical Securities Ltd: Mr L. R. Dowsett has been appointed chief executive and deputy chairman of the group. Mr Dowsett was managing director of the Steetley Co Ltd until August 1972.

The Association of the British Pharmaceutical Industry has appointed a medical adviser to its permanent staff with the title of medical director. Professor Derek C. Quantock, MD, PhD, will take up the appointment on May 1. He is at present director of clinical pharmacology with Organon International.

Vestric Ltd have made the following appointments: Mr W. Jordison, FPS, formerly product manager, ethicals and standard drugs, to operations controller of the company's central division which in future will have its divisional headquarters at Stockport; Mr A. J. F. McFeat, BSc, MPS, formerly manager of the company's Edinburgh branch, to operations controller of the company's Northern division at Edinburgh; and Mr G. A. Wilson, formerly operations controller, central division, to take control of the Southern division, at Kingswinford, Staffs.

Continued on p235



Mr P. McKenna, chairman J & J, Slough, and Mr Tom J. Barry, general manager, J & J (Ireland), with the award

The Brand Leader is about to increase its lead.

At the moment, women buy more Sunsilk than any other brand in the hair-care market. Sunsilk is now being relaunched. Here are some of the things that are going to make it an even bigger brand leader:

1. The new Sunsilk Hair Sprays have an atomiser spray button which delivers a finer, more even spray. The new formulation gives a better hold, leaving hair looking and feeling even more natural.

And six weeks later Sunsilk Hairspray had doubled its lead.*

Sunsilk promised that their sales, and yours, would go up.

Just six weeks after the Sunsilk relaunch in November Sunsilk Hairspray had doubled its lead. Sunsilk Hairspray, with the largest brand share ever recorded, now sells twice as much as its nearest competitor.

Sunsilk now make another prediction, which is that more and more women will discover that the brand leader is a very, very good hairspray. Already, they like the new formulation of the four variants. And the fine, even spray that comes from the big, new spray button.

So follow the leader and increase your sales.

* Independent Consumer Panel Audit



Elida Gibbs Ltd
The Brand Builders

Continued from p233



Mr W. Jordison



Mr A. J. F. McFeat

Mr Jordison is succeeded as product manager, ethicals and standard drugs, at Runcorn headquarters, by Mr A. K. Brien, MPS, formerly branch manager at Ruislip. Mr P. R. Hole, formerly branch manager at Foots Cray branch has been appointed branch manager at Ruislip. Mr J. H. Henderson, FPS, has been appointed branch manager at Edinburgh from branch manager, Dunfermline.

Sancella Ltd have appointed Mr David A. Gurney, national field sales manager.

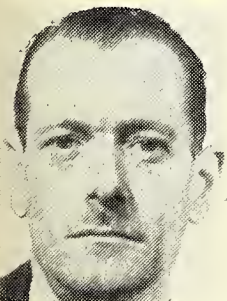
Deaths

Bogues: On February 8. Mr Thomas Bogues, MPSNI, 20 Ashley Gardens, Belfast, aged 47. Mr Bogues qualified in 1953 and opened a pharmacy at Abbot's Cross, Newtownabbey, in 1954, where he carried on business until his death. He was a well-known and popular member of the Ulster Chemists' Golfing Society, of which he was a past captain, and he played regularly for the team against the Scottish and Irish Republic chemist golfers.

Brain: On February 12, Mr Russell William Edward Brain, Troy House, South Road, Kingswood, Bristol. Mr Brain qualified as a pharmacist in 1924 and later as an optician.

Mallon: Recently, Mr Patrick Joseph Mallon, 6 Slieve Bloom Road, Drimnagh, Dublin. Mr Mallon was a registered dispensing chemist and druggist since 1953. He qualified as a druggist in 1930.

Miller: On February 12, Mr George William Miller, MPS, White House Farm, Cornish Hall Road, Braintree, Essex. Mr Miller qualified in 1928 and first worked for the Wellcome Foundation from 1929 to 1931. In 1943 he rejoined the company



as manager of Burroughs Wellcome and Co's overseas division in London and in 1957 became general sales manager of that division. In 1959 he was appointed general manager for Southern Africa, he returned to the United Kingdom in 1966 working for the company in the capacity of a

Topical reflections

BY XRAYSER

A Daniel

Mr W. M. Darling has never lacked courage. The latest example was his appearance in Nottingham in what might have been a den of lions, if the "lost" 7,000 are all of the same mind as the vociferous minority—and they might be—who have taken up the cudgels on their behalf.

As head of the UK delegation to the pharmaceutical *groupement* we may take it that Mr Darling is as well informed as any on the progress of the EEC, but clearly there is a great deal we do not yet know about the draft directives. The Council of the Pharmaceutical Society, at its January meeting, again expressed agreement with the principles of draft directive 5, which proposes, among other things, to restrict the range of goods in which a pharmacist is authorised to trade in his pharmacy.

Mr Darling is a member of the Society's Council which approved of that particular clause, but he said at Nottingham that the whole directive might be substantially different when the revised version was published. He also stated that everything that had been said about the effects of EEC membership on British pharmacy had been conjecture. While we may accept that, there is no conjecture about the Society's attitude to the draft directive to which I refer—an attitude to which I subscribe myself.

But I am still confused, for Mr Darling stated that final decisions on directives would be taken by governments and that the Society had been guaranteed the right of consultation with the Department of Health on matters affecting pharmacy.

We have experience of such "consultation" in other fields. In the discussion which followed Mr Darling's address, Mr H. T. Christian said that he wished to ensure that it was the Council's aim to preserve the chemist's shop as we know it, be it company or privately owned. The reply was that the list of goods that might be sold had not been discussed, to Mr Darling's knowledge, either in Council or in Europe. Mr Christian may take what comfort he can from that, but Mr Darling reminded the meeting that once directives were adopted by the Community it was up to each state to come into line during a transitional period.

Who, then decides our future? Governments, the Council of Ministers, the pharmaceutical *groupement*, the Department of Health or the Pharmaceutical Society? I am not clear. While grateful to Mr Darling, we would like to know more as soon as possible.

Intake

At the February meeting of Council it was considered that the body should express an opinion on the desirable intake of students by schools of pharmacy in the light of future manpower requirements. (I note that, despite the announcement that there are now more female than male students, the wording is not "intake of desirable students.")

That must be a daunting task in the light of the uncertainty created by EEC and the rapidly developing pattern of group medical practice. Intake must be related to circumstances completely different from those we have known. Altogether the task seems to call for the assistance of experts, including a soothsayer.

consultant and retired in October 1970.

Mr Miller was the first chairman of the export executive of the Association of the British Pharmaceutical Industry on its merger with the pharmaceutical export group in January 1950. He was a member of the export executive of the ABPI (now styled the Standing committee on

Exports) from 1950-59 and he served as one of its nominated representatives on the then council of the Association from 1950-54 and from 1956-59.

Park: On February 9, Mr Ronald MacPherson Park, MPS, 16 Hillhead Road, Craighall, Ellon, Aberdeenshire. Mr Park qualified in 1937.

New products and packs

Born Blonde range extended

Clairol have introduced four new shades to their range of Born Blonde colourants: Touch of Tan, a dark ash blonde with mauve undertones; Fair Fawn, a true ash blonde; Baby Blush, a light beige tinged with pink; and Sheer Strawberry, a warm honey gold with a hint of pink. A new shade chart showing the entire range of ten colourants will also be available. And during the introductory period Clairol are offering a special bonus deal on orders which include the new four shades (Bristol-Myers Products, Stamford House, Langley, Slough SL3 6EB).

Economy hand cream

A new hand cream from Andre Philippe (no 4), is available either in lemon or bouquet variants (£0.16). It is presented in a clear gold-printed container with gold-plated cap (Andre Philippe Ltd, 71 Gowan Avenue, Fulham, London SW6 6RJ).

Eye glosses from Lauder

Eye Glossamers from Estee Lauder are pots of pastel-coloured cream eye shadow that they say will not smudge, smear or collect in little lines. Shades available are: Crystal Violet, China Blue, Leaf Green, Island Sea, Spanish Moss and Twig Brown (£1.50).

Estee Lauder has also introduced four new shades of Lip Glossamers (£1.20). These are: Poppy, Lacquer Pink, Polished Coral and Iced Sherry (Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1).

Orlane extend sun range

Gelee Anti-Solaire is a protective sun cream from Orlane for dry and sensitive skins. It is a transparent tinted jelly which gives a slight suntan colour to the skin but is non-greasy and forms a protective film. For both face and body, Gelee Anti-Solaire is presented in a large plastic 92g tube and will be available from May 1 (Jean D'Albret-Orlane Ltd, 125 High Holborn, London WC1V 6BR).

Sudden Tan bronzing foam

A new tanning agent introduced by Plough (UK) Ltd and called Sudden Tan bronzing foam, is claimed to not only bronze as it is applied but have longer term tan effects. In addition Sudden Tan is formulated to help protect against sunburn. It is presented in an aerosol pack which contains 100 g (approx £0.85).

A new "selfasta" has been designed to "house" both Sudden Tan and QT. An introductory bonus offer is open to retailers, which includes a free "Try Me" sampler for counter use (Plough (UK) Ltd, c/o White Laboratories, Penarth Street, London, SE15).



For hospital use

Disadine DP aerosol

An aerosol form of povidone iodine for topical use in the treatment and prevention of infection during surgery has been produced by Avlex. The product, Disadine DP, is a dry powder aerosol and is available for hospital use only. The special claim for Disadine DP is that not being an antibiotic, it does not produce resistant strains of bacteria.

Non-toxic, non-sensitising and non-irritant Disadine DP is also available as a surgical scrub, an antiseptic solution for cleansing a patient's skin prior to surgery, and as a tincture (Avlex Ltd, Leigh Street, Wigan, Lancs).

Photographic

A new Polaroid

Polaroid UK are launching a fourth camera in their "under £20" range on April 1. Called the Polaroid Colorpack 82 Land camera (£18.95 including VAT), it is similar in design to the Colorpack 80 and uses square format type 87 and 88 Land films to make 3¼ × 3½ inch black-and-

white pictures in seconds and colour pictures in a minute.

A new feature on the 82 is a picture development timer, built on to the side of the camera body. Like Colorpack 80, the new Colorpack 82 has an electronic shutter, automatic exposure control (up to 1 second), and a built-in flash system accepting flashcubes.

Focusing is necessary only for colour—for black-and-white type 87 film is sensitive enough to permit a small aperture. With the lens set at 5 ft the Colorpack 82 will render everything sharp from about 3 ft to infinity (Polaroid (UK) Ltd, Rosanne House, Welwyn Garden City, Herts).

Prescription specialities

ATIVAN tablets

Manufacturer John Wyeth & Brother Ltd, Huntercombe Lane South, Taplow, Maidenhead, Berks SL6 0PH

Description Oblong tablets marked "Wyeth" on one side with breakbar on the other, each containing 1 mg (blue) or 2.5 mg (yellow) of lorazepam

Indications Moderate and severe anxiety states, phobic or obsessional states, moderate to severe tension states, anxiety in psychosomatic, organic or psychotic illness. Insomnia due to or associated with anxiety; pre-medication before operative dentistry, as sedative for the anxious dental patient, and pre-medication before general surgery

Dosage Mild anxiety, 1-4 mg daily in divided doses; moderate to severe anxiety, up to 8 mg daily; severe phobic or obsessional states, up to 10 mg daily. Insomnia 1-4 mg before retiring; premedication, 2-3 mg on the night before operation, 2-4 mg two to four hours before the operation

Precautions As with other benzodiazepines, reactions may be modified (driving etc). Tolerance to alcohol may be diminished and consumption should be avoided. Careful monitoring required if given concurrently with phenothiazines. Elderly patients and those suffering from cerebrovascular changes, are likely to respond to smaller doses. Safety in early pregnancy not established

Side effects Imbalance or ataxia is an indication of excess dosage. Daytime drowsiness may be seen initially and is to be anticipated in effective treatment of anxiety, and may be minimised by giving a larger proportion of the day's dose before retiring. Abrupt discontinuation may result in sleep disturbances.

Supply restrictions P1 S4B (hospitals only initially)

Issued February 1973

Post-surgery spray

Ayerst Laboratories have introduced for use, internally, in hospitals and nursing homes, Dermoplast aerosol spray. It is indicated for the relief of discomfort after episiotomy and other forms of perineal surgery and is in a can of 156g (£0.86 trade) (Ayerst Laboratories Ltd, Forge Court, Reading Road, Yateley, Camberley, Surrey).

Trade News

J. Dixon. Available to members through National Pharmaceutical Union, 321 Chase Road, London N14 6JN.

Firkin distributor

From March 1 Thornton & Ross Ltd, Linthwaite, Huddersfield HD7 5QH, will be sole distributors to retail and wholesale chemists for Firkin home brew kits.

Bethanidine sulphate

From March 1, the Calmic medical division Crewe will be solely responsible for the marketing of bethanidine sulphate manufactured by the Wellcome Foundation Ltd in the UK. On that date, Esbatal tablets (bethanidine sulphate) will be distributed by the Calmic medical division, and when present stocks of Bethanid capsules (bethanidine sulphate) are exhausted, this product will be discontinued.

More Durex in "twelves"

LR Industries, North Circular Road, Chingford, London E4, have introduced 12-packs of Durex Nu-Form and Durex Fetherlite to join their current Gossamer 12. The Gossamer 12-pack has, at the same time, been re-styled. Every pack of three now contains a leaflet referring to the cheaper 12 pack.

Alupent syrup

Alupent syrup 1 litre pack manufactured by Boehringer Ingelheim Ltd, is to be replaced with a 2-litre pack (£4.28).

Electrosol tablets

Farillon Ltd, Chesham House, Chesham Close, Romford RM1 4JX, state that adequate stocks of Electrosol tablets for paediatric electrolyte fluid replacement are now available in bottles of 50 tablets (£0.30). Supplies can be obtained through the usual wholesale channels.

Libresse market share

Libresse sanitary towels "are now established as the no 1 brand in the disposable towel market, having gained a national 10.3 per cent sterling share of the towel market in chemists". That is the claim of Sancell Ltd, Harpenden, Herts, who launched their product in the UK 15 months ago.

An independent research company says that Libresse is now the no 2 brand of towel in pharmaceutical distribution—the one most asked for after Dr White's.

According to the report due to increased activity in the towel market the slow trend from towels to tampons has been halted. In sterling terms, the towel market grew by 13 per cent, tampons by 11 per cent in 1972.

In the towel sector of the sanpro market, the significant growth has been in disposable towels.

Correction

The correct address for Johnson & Johnson Ltd is Slough, Bucks, and not as stated in last week's issue.

Corrugated carton service

Corrugated cartons "off the peg" in small quantities or large in 4 hours or 48 from a local source is the new Instapak service announced by Faspak (Containers) Ltd, Unit One, Blooms Grove Industrial Estate, Ilkeston Road Nottingham NG7 5HG (tel Nottingham 701471).

Instapak users are supplied with a calculator and millimetre tape measure. Products to be packed are measured and the customer calculates the price himself, so avoiding tedious delays waiting for estimates. The order is placed by telephone. Ten cases to 250 can be collected four working hours later or up to 1,000 delivered in 48 hours within the operating area of the factory.

Nottingham provides the first Instapak plant but already plans for others are well advanced. Eventually a network will operate in this country and the EEC.

Change of address

The marketing, medical and sales departments of Bristol Laboratories are now at Stonefield Way, Ruislip, Middlesex HA4 0JN (tel: 01-845 5541). All medical technical inquiries and requests for product information should be sent to this address.

Inquiries relating to orders, deliveries, invoices and credit notes should continue to be addressed to: Stamford House, Langley, Slough, Bucks SL3 6EB (tel: Slough 44511).



Improved Estolan hair conditioning cream from Bellair Cosmetics Ltd, New Road, Winsford, Cheshire, has recently been repackaged "to reach a wider market area". Merchandising support includes dump bins, tent cards and mark down cards

Bonus offers

Moore Medicinal Products Ltd, Watford WD2 7RA. Codella hand cream. 14 invoiced as 12. With other Moore and Napp products extra 10 per cent settlement discount (until March 31).

Spectrum Laboratories Ltd, Austin House, Bridge Street, Hitchin, Herts. Contique contact lens solutions, 12 bottles for the price of 9, until March 16.

William R. Warner & Co Ltd, 35 Dover Street, London W1X 3RA. Bidex. 25 per cent extra bonus on any order.

Uvistat prepare for relaunch

The promotion for the relaunch of Uvistat sunscreen, which is to be made generally available to the public, starts early in March. Existing stock in old packs can be returned for credit through the usual wholesaler (name and address to be supplied) to: Harker Stagg Ltd, 6 Argall Avenue, Leyton, London E10, by March 30. The pre-launch display bonus is available up to April 30 only from representatives of WB Pharmaceuticals Ltd, Fulton House, Empire Way, Wembley, Middlesex HA9 0LX.

25g animal wool pack

Solport Brothers Ltd, Portia House, Goring Street, Goring by Sea, Worthing, BN12 5AD, are now marketing Portia BPC quality animal wool in 25g packs. A new carton design incorporates illustrations depicting modern and traditional uses with particular emphasis on growing sales as a foot aid to sportsmen and athletes.

The 25g size is now listed in the amended NHS drug tariff and replaces the 1oz pack, which is gradually being phased out.

New cationic additive

With one additive, say National Adhesives & Resins Ltd, Brauston, nr Rugby, shampoo manufacturers can create a multi-functional product that provides improved wet combing, more body and antistatic properties. This new additive is a cationic acrylic copolymer called Catrex. These properties are also provided, claim National, when the new polymer is used in conditioners and creme rinses and can be controlled by varying the solids content and the amount applied.

Thru pack change

A new 120ml pack (£0.35) of Thru liquid comes from Minnesota 3M Laboratories Ltd, PO Box 27, 1 Morley Street, Loughborough, Leics LE11 1EP. It replaces the 55ml.

Supermarket operators new centre

Supermarket Merchandisers Ltd have opened a new 3,000 sq ft distribution and warehousing centre at the Bowburn Industrial Estate, Durham, for all supermarket operators in the North-East. Based at Feltham, Middlesex, and said to be currently turning over some £5million annually, Supermarket Merchandisers claim to offer the most comprehensive non-food rack merchandising service in Britain.

Family Doctor on rheumatism

A new title in the British Medical Association's Family Doctor booklet series is "Aches, pains and rheumatism—a sufferer's guide" (£0.13), written by Dr Allan St.

Promotions

Trimetts competition

Unicliffe launched a national competition for Trimetts last week, the Lucky Dreams Game, with prizes totalling over £15,000. On completion of a simple word puzzle incorporating the word "dream" the winners will have the opportunity of choosing one of seven items (jewellery, clothes, decor, holiday, painting, car or mink coat)



each to the approximate retail value of £2,000. All entrants will receive a special dream chart with which they can interpret the meaning of their dreams.

Backed up by posters, showcards and display material, the competition also offers retailers a chance to win a Morris Marina 1.8 Automatic estate car or one of the portable TV sets included in the prize structure.

Closing date is November 30 when judging will take place immediately. Results will be published in the *Competitors' Journal* (Unicliffe Ltd, Unimart House, Stonar, nr Sandwich, Kent).

Contac 400 goes underground

Contac 400, the nasal decongestant manufactured by Menley & James Laboratories, started a new advertising campaign last week. The theme is that there are two ways to cure a blocked-up nose, either a Contac 400 capsule or Cockney actor, Arthur Mullard's fist. The new advertisement will appear in one out of every four carriages on the London Underground (Menley & James Laboratories, Welwyn Garden City, Herts).

Total range highlighted

A new advertising campaign for Lilia-White's Panty Pads is "heavily accented to the teenage market" and features a total

of 50 full-colour advertisements; 37 double-page spreads and 13 whole pages in *Jackie*, *Fab* 208, *Melanie*, *Valentine*, *Honey*, 19, *Look Now* and *Pink*. The advertisements will relate Panty Pads to real life users including a model girl and a travel courier.

The total Lilia-White range of external sanitary protection products, including Panty Pads, are being grouped together and promoted as a range in another new advertising campaign. Costing well over £250,000 the campaign consists of 21 double-page spreads and 45 whole pages in such women's magazines as *Woman*, *Annabel*, *She*, *Cosmopolitan* and *Living*. Consumers will see alternative advertisements featuring the complete product range and individual brands highlighted from it (Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8).

Clairol's confessions

To coincide with the introduction of four new Colourant shades Clairol are planning a new advertising campaign in women's magazines for Born Blonde lightener and Born Blonde colourant. Beginning in April, the campaign will use full-colour pages and will have a "confessional" theme with titles such as "Confessions of a Good Time Blonde" and "Confessions of a Naked Blonde". This theme will be carried on to a showcard which will be available to retailers, together with a new shade card (Bristol-Myers Products, Stamford House, Langley, Slough, SL3 6EB).

Face Up to Spring

Scott & Bowne are mounting a major new campaign for Face Up, their home facial kit. "Face Up to Spring" is the theme and advertising support throughout February, March and April in the *Daily Express*, *Daily Mail* and *Evening Standard* is planned as well as in leading women's weekly and monthly magazines through Spring into Summer. The campaign theme is echoed at point of sale in special flashes on each pack. Face Up is presented in new compact counter sell-out units of one dozen packs (Scott & Bowne Ltd, 50 Upper Brook Street, London W1).

Mother's Day plans

L'Oreal, who handle the UK marketing and distribution operation of Sandrine by Cheramy of Paris, are planning a Mother's Day promotion. A display unit with full-colour showcards announce the promotion



and concentrate on three items from Sandrine's range: 90g talcum powder (£0.70); 4.3ml perfume (£0.95) and 30 mini spray (£1.15) (L'Oreal Ltd, 18 Bruton Street, London W1A 1BX).

Contest supports Reframe

The national launch of Kingsted Pharmaceuticals' smoking control course, Reframe, is being supported by a nationwide competition open to all pharmacy assistants in the UK. The competition is part of a £40,000 campaign in support of the product which includes national press advertising. Three first prizes offer "Tuliptime" holidays of four days in Holland and cases of wine are to be presented to the pharmacies of each successful entrant. Results will be announced in April and the winners will take their holidays during May of this year.

Entry forms for the competition are being distributed by salesmen or are obtainable direct from Radiol Chemical Ltd, Stepfield, Witham, Essex and NPU Marketing Ltd, 321 Chase Road, Southgate, London.

Kleenex hand-towel offer

Kimberly-Clark are currently offering consumers Osman hand-towels to match their Kleenex toilet tissue, relaunched last October, in a new range of deeper colours. A pair of these towels, value £2.25, will be mailed in exchange for four standard Kleenex toilet tissue wrappers and £1.25. In addition, each applicant will receive a 14p coupon redeemable against their next purchase of Kleenex toilet tissue. The offer is open until April 28, is being advertised in *Shopping* magazine with full-colour pages and by large in-store stack cards displaying the towels (Kimberly-Clark Ltd, Larkfield, nr Maidstone, Kent).

on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except E
Aquafresh: WW
Askit powders: Sc, G
Buttercup syrup: M, Lc, Y
Caroline disposable nappies: M
Close Up: All areas
Junior Disprin: All areas
Fiesta paper towels: All except U, E
Fresh lemon soap: All areas
Harmony hairspray: All areas
Head and Shoulders: All except So, E
Kleenex Flair towels: M, Lc, Y, Sc, WW, NE, U, We, B, G, CI
Kleenex Maxi-Dri towels: Ln
Old Spice: All areas
Pears soap: M, Lc, Sc, WW, NE, We, B
Radox: All except U, E
Rennies: All except U
SR: All areas
Sunsilk shampoo: All areas
Three Wishes foam bath: All areas
Vicks Sinex: All except U
Wilkinson Sword: All areas



Our package holiday.

Saxin introduce a brand new pack.
And a great new competition that's
sure to go down well with your customers.

We're giving away 50 free winter
holidays as prizes.

And promoting the 500 pack. Saxin's
best seller.

So you've got two good reasons for
stocking up with Saxin.

Display the new Saxin special offer
packs, and those good reasons will mean
good profits.

So try the Saxin package holiday.
While they lose, you gain.

Saxin. Profit from their loss.

Wellcome Consumer Division, Crewe Hall, Crewe, Cheshire.

Polaroid will be riding into



lions of homes this spring.



When you spend as much money as we're spending on peak time television, you know your message is reaching millions of people.

But reaching people doesn't mean much unless you capture their attention.

This bicycle racer will be doing just that when he rides into homes this spring demonstrating the advantages of Polaroid sunglasses.

Of course, he has a great product to demonstrate.

Polaroid sunglasses can eliminate up to 99% of reflected glare, while regular sunglasses only darken this glare. They're scratch and shatter resistant. They absorb up to 96% of ultraviolet rays. And the lenses are made with a seven-layer construction.

As if that's not enough, they're also available in a wide range of good looking styles.

All you have to worry about is having enough stock on hand to handle the sales.



Polaroid Sunglasses

Stock new-formula CIDAL

Fancy having the time of your life for a fortnight in sun-soaked Bermuda? Enter the great Cidal 'Make a Match' Competition – you'll find an entry form in every case of new-formula Cidal – and this star prize could be YOURS. Order stocks of Cidal right away from your wholesaler, get your entry forms.

We've given Cidal soap new medical ingredients – it now contains a gentle

WIN
a fortnight for Two in
BERMUDA



and extremely effective germicide called Irgasan. We've given it more lathering power. A new shape. A new colour. A new eye-catching pack.

And to make sure everybody knows all this, we've got a huge, nation-wide advertising campaign ready to break, we're sending mailings to doctors and we've prepared special point-of-sale material for big extra impact.

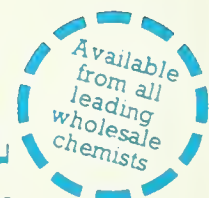
Order stocks of new-formula Cidal today – a lot of customers wanting Cidal will be coming your way, and inside every case you'll find an entry form for our great 'Make a Match' Competition.



CIDAL

Find out more
about new-formula CIDAL

Contact J. Bibby and Sons Ltd.,
Richmond House,
1 Rumford Place, Liverpool
L3 9QQ. Tel. 051-236 6671



Comment

Orders to be obeyed?

For the first time, North-east London Pharmaceutical Committee is leading a revolt.

Sir Hugh Linstead and his working party on NHS general pharmaceutical services reported to the profession in August last year. In October, most of the report's recommendations were accepted—extremely reluctantly—by representatives of Local Pharmaceutical Committees.

But the representatives added a proviso. They instructed that the working party be reconstituted with the addition of a contractor from each of the Pharmaceutical Society's regions "to seek fresh evidence, to reconsider the opinions already considered, and to make recommendations reflective of the evidence recorded and in line with the views of the general body of contractors".

Nothing ambiguous about that.

Yet the Central NHS (Chemist Contractors) Committee has now gone back to local committees and asked them to approve a proposal that the whole question of general practice should be investigated by itself, the Council of the Pharmaceutical Society, the National Pharmaceutical Union, and the company chemists, perhaps as a preliminary to a Royal Commission or a Government inquiry (p. 229).

Not surprisingly, North-east London Pharmaceutical Committee is put out—it has, after all, a "paternal" interest in the matter, having set the ball rolling at the 1970 Branch Representatives' meeting.

Sir Hugh is reported to have balked at the idea of a 21-member team to re-consider what it had already taken eight men two years to digest. And with good cause. He and six of his working party have, however, agreed to a further examination of the situation in the company of seven people to be elected by LPC's—not the Society's regions, which are considered to be the wrong basis for representation of contractors.

Despite this, the recommendation from the Society's Council and the Central Committee is that there should

be a new inquiry. Surely it is asking too much of the local committees—many of which will not even have meetings scheduled before the "deadline" for their decisions of March 16. They are being asked to stand on their heads, after all.

It took five months to set up the working party following the Branch Representatives' resolution. It took two years for the working party to report (but only two months for local committees to decide they didn't like the result). It has taken a *further* five months for the executive bodies of the central organisations to decide they don't want to act on the local committees' instructions.

This is no time for further delay and we can see no reason why the profession should not have the best of both worlds.

What contractors want to know is why the Linstead report was so far removed from reflecting majority views. That can be answered by a limited expansion of the working party, preferably including some of the report's main contractor critics. The new group should be set the task of re-examining the evidence and the report in the light of contractors' prejudices. And they should be asked to report themselves within a set time—say six months.

It must be accepted, however, that there is room for a new committee of inquiry, unhindered by any NHS restriction, into the whole future of general practice. As Sir Hugh pointed out at the LPC meeting in October, the Government will not legislate on the basis of an inquiry carried out by the profession, and pharmacy is not yet ready to give evidence to any government one.

A longer-term professional inquiry should therefore be set up as proposed by the Central Committee and the Society's Council, to work concurrently with the new working party, but being free to take account of developments such as British pharmacy's future in the EEC.

Letters

Audacity

I am amazed at the audacity of Unicliffe and Sancell in telling chemists that their business will increase now that Limmits, TCP and ST's (I forget the name) are freely available in groceries, etc, etc. What rubbish!

I have said before at local meetings that all we chemists have left is dispensing and the sale of expensive cosmetics with a wide range of shades, perfumes, etc: together with preparations in which supermarkets would not have a quick enough turnover, and which individual chemists sell infrequently.

Time and time again chemists have been exploited to get products going and then

all "outlet" restrictions are lifted. No demand, I am glad to say, for Libresse (now I remember the name) not even for the free ones.

I am disappointed that *C&D* gave this matter such prominence on page 1 of news.

W. J. Taylor
Londonderry

End rotas?

Further to the letter by Mr Blum (February 19, p171) it is interesting to note that certain rotas in the London area have been discontinued, and I wondered if chemists in the Liverpool area have a similar desire for the ending of rotas.

I would echo the sentiments of Mr Waldman, Liverpool, and endorse his remarks that the rota in some areas is a waste of time because of (a) rota breakers and (b) because there is simply no need for this service.

I should be delighted to hear the views of other Liverpool chemists.

R. Gould
74 Walton Vale
Liverpool 9

ECC pharmacy

Your correspondents have recently provided valid arguments, and drawn attention to the fact that the Society's Council has a duty to protect the interests of all pharmacists. It also has a duty to the British public.

The British chemist's shop, whether it be owned by an individual or a corporate body, is a national institution beloved by the people as much as the British "Pub." and the service given both to the public and the medical profession is second to none. Let us therefore exert every possible pressure to see that this state of affairs remains undisturbed.

R. T. Christian
Wollaton, Nottingham

Haemodialysis today

A one-day conference on recent developments in haemodialysis under the chairmanship of Sir John Richardson, was organised by the Elga Group and McCarthy's Ltd in London on January 31. It included an opening lecture by Professor R. Shackman on the current position of kidney transplants, but dealt mainly with the use of artificial kidney machines.

Impurities in dialysate fluid could arise from known or unknown chemical sources, micro-organisms and their products or from dissolved gases, said Dr Chisholm S. Ogg (Guy's Hospital) who presented a paper on their make-up. The intention of haemodialysis was to remove nitrogenous metabolic products, electrolytes, water and some but not all medium sized molecules. Water could be removed by ultrafiltration as an alternative to removal by means of a concentration gradient.

It was generally accepted that a lower content of sodium chloride was required in fluids for use in chronic as opposed to acute renal failure. Low sodium content (eg 130 mmols per litre) in peritoneal dialysis fluid and in haemodialysis fluid, however, was associated with headache, fits and muscle cramps. It had recently been postulated that a higher sodium (up to 145 mmols per litre) content could be used. This had been shown to control the blood pressure but not the weight gain. However, the latter could be controlled by ultrafiltration to remove water.

In acute renal failure it was necessary to remove potassium rapidly, but in chronic renal failure drastic reduction was not necessary. Potassium levels were affected by the number of hours dialysed, the blood flow and the patients' body-weight.

Calcium

A calcium content of less than 6 mg per 100 ml caused loss of calcium whereas above that level there was calcium uptake. In children especially, hypoparathyroidism could result from loss of calcium during haemodialysis. A cautious increase of calcium content (up to 7.5 mg per 100 ml) was advocated together with phosphate supplements. Little was known about desirable magnesium levels, although very low levels had been associated with muscle cramps.

Either acetate or lactate was used as the buffering agent in peritoneal and haemodialysis fluids. Acetate seemed to be the preferred anion because of its better antibacterial activity and, in liver disease, impaired metabolism might interfere with the utilisation of lactate. Glucose or sorbitol were included for their osmotic activity, but in haemodialysis where ultrafiltration could be used, there was less need to remove water by osmosis.

It was questionable whether dextrose was needed in haemodialysis fluids. It was claimed that sorbitol was not metabolised

but when administered in peritoneal dialysis fluid, sorbitol caused a rise in blood sugars as well as blood sorbitol. It had been associated with neurological illness in children and was considered potentially dangerous.

Mr J. B. Goodall (Elga Products Ltd) described the different qualities of water which had been used in the dilution of haemodialysis fluids and outlined methods of purifying water by deionisation. Weak resin systems produced acid water, whereas two-bed strong resin systems produced alkaline water. By the use of mixed-bed systems, it was possible to produce neutral water. Reverse osmosis was a membrane process which could be used to produce sterile, pyrogen-free water. A twin-bed unit specially developed for home dialysis and utilising disposable cartridges was demonstrated.

Deionised water

Professor D. N. S. Kerr (Newcastle upon Tyne) declared that it was not possible to put forward strong reasons for using deionised water to dilute haemodialysis fluids, but he nevertheless felt that everyone could ultimately be using it. The calcium and magnesium content of mains water varied in different parts of the country but could be removed by base exchange softeners. Bacterial contamination was possible but he was convinced that pyrogen reactions had nothing to do with bacteria in the bath fluid.

Nitrate, sulphate and fluoride were all present in tap water. In areas where fluoridation was carried out, such as Newcastle upon Tyne, the fluoride content might be 1 mg per litre, and when such water was used during haemodialysis, serum fluoride might rise to levels which could cause stunting of growth and bone disease in animals. However, no unequivocal link between this and the occurrence of bone disease in patients maintained on haemodialysis had been found. Blood fluoride levels fell in patients when deionised water was used but this could not be correlated with a relief of their bone disorders.

Aluminium had been found in the bones of patients treated by haemodialysis but this was not related to the time of dialysis. Cadmium was present in mains water and was possibly also present in the concentrated fluid. The presence of cadmium, however, also did not appear to be associated with bone disease. Other factors were obviously concerned and at present

treatment with dihydrotachysterol was being investigated.

Miss Iris Childs (Guy's Hospital) dealt with some problems arising from home dialysis. The advantages were that it enabled more patients to be treated, lowered the staff-patient ratio, cost less and considerably reduced the risks of cross infection.

Problems which had to be dealt with in transferring a patient to home dialysis were the provision of suitable accommodation and relative care. Accommodation involved the Local Authority, and Water Board requirements had to be taken into account in arranging for the supply of water to the water softening plant. The average time for a patient to be trained and installed in the home was 12 weeks. Some Local Authorities were providing prefabricated cabins for the purpose and these could be added as an extension to the home.

The cost to install a patient in the home was £2,800 excluding the cost of home adaptation. Maintenance costs were approximately £1,500 per annum.

Problems arising from home dialysis were discussed by Dr D. O. Oliver (renal unit, Churchill Hospital, Oxford) who stated that the main reason for re-admission to hospital was canula complications and occurred much less in patients who had been given a fistula.

In the discussion, a speaker from Amsterdam described the use of a portable kidney machine which enabled patients to go away on holiday. The machine was equipped with cartridge supplies and used 5 litres of fluid which was re-circulated. Replying to the discussion, Dr Oliver stated that patients with diabetes, cerebrovascular disease and positive Australia antigen were excluded from treatment.

Mr A. C. Sutherland (Lucas Medical Equipment) dealt with engineering developments of artificial kidney machines. Improvement of the cellulose membrane at present in use in kidney machines was being investigated; capillary dialysers were more compact and were disposable. In the initial stages of development, flexibility of use was required but as the treatment had developed, equipment became safer and simpler. The aim now was to provide adequate dialysis at minimum cost with more stringent safety principles designed into the dialysis equipment.

Current work was concerned with granules which could replace the dialysis membrane. These selectively absorbed metabolites and enabled re-use of the dialysate fluid. A further development was the possibility of using coated granules (micro-encapsulated kidneys) which could work in the gastro-intestinal tract.

THE GROWTH OF INSTANT PICTURES

Company profile

POLAROID (UK) LTD

Polaroid (UK) Ltd last week reported record 1972 sales of their instant-picture cameras, accessories, and film—and announced plans for increased exports of British-made photographic and optical products. Their sales of amateur and industrial cameras and films in fact rose more than 50 per cent compared to 1971. The company attribute this growth to the appeal of the three inexpensive square-format Polaroid cameras introduced during the past two years—Colorpack 80, Square Shooter 2 and Super Swinger.

More than 90 per cent of the company's consumer photographic products sold in Britain last year were produced by the manufacturing division in Scotland. Polaroid make five film types at its modern manufacturing facility at the Vale of Leven, Dumbarton. At Dundee, Timex Corporation assembles three camera models for Polaroid (UK) for sale domestically and for export to more than 30 countries, including Germany and Japan. The company also exports a substantial portion of its manufactured products to Canada, Europe, Australia and the far east.

Polaroid products have been marketed in Britain for more than 23 years. Their sunglasses were first marketed in America in 1937—the year in which Polaroid Corporation was formed—and subsequently became available in Britain in 1949.

The picture-in-an-instant system of photography was announced in 1947, the first Polaroid Land cameras were sold in America in 1948, and in 1958 Polaroid Corporation began expanding to world-

wide distribution. As the first step in making cameras available in Britain, Johnsons of Hendon were appointed distributor in 1958 and continued to distribute until the formation of Polaroid (UK) Ltd—the wholly-owned subsidiary of the American parent—in 1963.

Polaroid UK's formation coincided with the introduction of two products that started a major boom in the appeal of the instant picture system—the Polaroid Automatic 100 camera (the first camera in the world to incorporate an electronic shutter for automatic exposures) and Polacolor film, which produces a colour print in little more than 60 seconds.

The newly-formed British company centralised the distribution of all Polaroid products from marketing headquarters first set up at Hatfield, Herts. As the demand for cameras, films and sunglasses increased, the company grew, both in the numbers of its personnel and in the accommodation it required. The marketing division headquarters are now located at Rosanne House, Welwyn Garden City, Herts with warehousing, camera repair and customer service facilities at nearby Welham Green. In 1973, all these facilities are to be re-located in 62,000 square feet of purpose-built premises at St. Albans, Herts.

UK manufacture begins

In 1965, with the imminent introduction of the first of the Polaroid Swinger cameras, the stage had been reached at which it was decided to commence film manufacturing operations (until then, all films and cameras had been imported).

The site chosen was the Vale of Leven, Dumbarton, where a 50,000 sq ft factory was leased. The company's operations started there in August 1965 with just 25 people. By last year the plant had more than doubled in size to 125,000 sq ft and employed approximately 400 people.

In November 1972 Dumbarton also commenced production of lenses for Polaroid sunglasses, which formerly had been concentrated in America. This £650,000 operation will fulfil all of the sunglass lens requirements of Polaroid Corporation's subsidiaries and distributors throughout Europe.

The plastic lenses of a Polaroid sunglass are of many-layered sandwich construction, making them strong, light-weight and virtually shatterproof. Both surfaces are protected by a hard optical coating which increases resistance to abrasion by a factor of 10 in comparison to its uncoated condition.

At the centre of the sandwich is the polariser, a sheet of optically cast clear poly-vinyl alcohol. This sheet—in size and shape, similar to a roll of raw newsprint—is precisely oriented and converted to a polariser by a sophisticated controlled pro-



Sunglass lens blanks are inspected

cess before being laminated between special high quality sheets of cellulose acetate butyrate that form the outer support layers of the lens. Several "sub-coatings" including tints, ultra-violet absorbers and special materials to facilitate bonding are applied. Production of the polariser laminate sheet is undertaken at Polaroid Corporation's factory in Norwood, Mass. The finished roll of laminate, approximately 800 ft long and 22 in wide, is the basic raw material received at Vale of Leven.

According to the desired depth of lens required in a particular sunglass design, the roll is first slit into reels of varying widths. Subsequently these are guillotined into the blanks of the required size and a full inspection carried out on each blank to ensure quality.

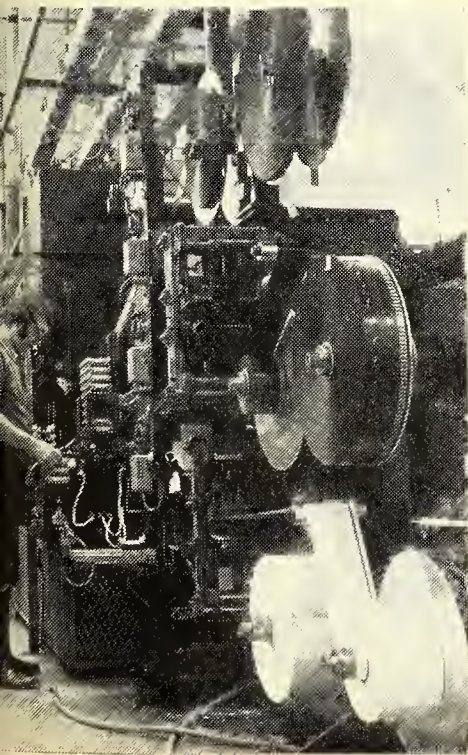
To press-polish the flat lens blank to its finished curve, ready for subsequent profiling and assembly into a sunglass frame, is a sophisticated technology developed by Polaroid—and very difficult to copy, they say. As each blank leaves the press, it again passes through inspection stations to detect any imperfections. These, if found, are classified and counted, thus quickly establishing any recurrent patterns which might relate to a flaw developing in either material or machines.

Laboratory tests on production samples include those for strength, optical properties and resistance to heat, cold and "weathering".

Though lenses from Dumbarton are currently supplied only to the company's UK assembly facility at Polarisers (UK) in High Wycombe, the Dumbarton facility in full production will also be the source of lenses for the Polaroid sunglass assembly plant at Enschede in Holland and will export the lenses to selected markets in other parts of the world.

Heading the UK operation is Mr H. Allen, assisted by Mr R. Maclean and Mr J. P. Oliver, general managers respectively of manufacturing and marketing.

film pack assembly



Professional News

Pharmaceutical Society, Scottish Department

National Health Service proposals accepted

The great majority of the recommendations of the Pharmaceutical Society's Scottish Department concerning the administrative structure of health boards have been accepted.

That was reported to the Executive's last meeting, but it was agreed, in further discussion on the reorganised Scottish Health Services that the following comments should be made:

Para 5 . . . the chief pharmaceutical officer should have the right to attend meetings of the executive group on the same terms as members when matters concerning . . . pharmacy are discussed. The sentence in the Welsh document on reorganisation "The area pharmaceutical officer . . . should receive in advance all the papers and agendas for team meetings and have the right to attend at his discretion when matters relevant to his particular field are to be considered" could have been included, as indicating the discretion of the CAPO in deciding what was or was not relevant to his field.

Para 18 In districts where there is no district pharmaceutical officer, the CAPO or his nominee should attend meetings of the district executive group when pharmaceutical matters are discussed.

Where a district pharmaceutical officer attended meetings of the district executive group, he should do so on the same terms as other professional members.

Para 21 All chairmen of district advisory committees should have an equal right to attend meetings of the executive group at district level.

Job Specification for CAPO It was agreed that there was an urgent need to prepare and submit to the Scottish Home and Health Department a job specification for chief administrative pharmaceutical officers. A specification would be prepared by the subcommittee on NHS reorganisation.

The total number of pharmacy technicians who had so far successfully completed the SANCAD course were reported as follows: 1965, 5; 1966, 3; 1967, 3; 1968, 5; 1969, 8; 1970, 2; 1971, 7; 1972, 2—total 35.

The request of Council that the name of the Scottish Drug Testing Scheme be changed to "The NHS Scheme for the Testing of Medicines and Appliances" had been referred to the Department. The Department had made it clear that such a change would require amendments to the statutory regulations and it was unlikely that these could be made at present.

The rural areas committee reported that on the closure of the sole pharmacy in the village of Maud, Aberdeenshire, a collection and delivery service had been approved. It would operate from the pharmacy

at New Deer, three miles away. Collection and delivery at Maud would be made from the Station Hotel, which was also the site of the doctor's surgery.

The sole pharmacy at Millport, Isle of Cumbrae, had been closed and all dispensing was now being done by the doctor. The closure had occurred without the knowledge of the Committee or the Local Pharmaceutical Committee, but it would have been difficult to arrange an alter-

Guild hopeful on Noel Hall area posts embargo

The Guild of Hospital Pharmacists has made strong representations to the Department of Health that the embargo on the appointment of area pharmacists (Noel Hall) must be lifted immediately, it was reported at the Guild's February Council meeting.

The Guild was in agreement that there should be two posts at area level in 1974 and, providing the post had only a co-ordinating function, continued its support for such a post being open to all branches of the profession. If the holder of such a post was required additionally, however, to "manage" the hospital pharmaceutical service ("manage" as defined in Appendix 3, paragraph 2, on page 118 of the "grey book") then the person appointed must have had extensive experience in the hospital pharmaceutical service at a very senior level.

If the Department eventually felt obliged to authorise only one post at area level then the Guild would support the published view of the staff side of the Whitley Council that such posts should be open only to officers in the merging authorities. The Guild representatives left the meeting optimistic that the embargo on Noel Hall area appointments would be lifted shortly.

The Council agreed that advice on the reorganisation of the Health Services in Wales and in Scotland should be consistent with the above.

Other matters reported were

- ☐ A salary claim would be presented to the management side this month.
- ☐ A claim for re-evaluation of the Noel Hall grades would not be made at the moment since there was insufficient experience of established area pharmaceutical services.
- ☐ No applications had been received from Northern Ireland or Scotland for teaching hospital gradings. Government departments would be approached to inquire when such applications could be expected.

native service. However, it was thought the Committee should not have been faced with a *fait accompli*.

Discussions had taken place with the British Medical Association regarding joint representations on the prescribing of oral contraceptives under the NHS. This was delayed pending a report by the BMA's General Medical Services Committee and had now, to some extent, been overtaken by a proposed change in Government policy towards wider availability of oral contraceptives. It was suggested that the proposals at present being considered by the Government would not necessarily be acceptable to the pharmaceutical and medical professions. It was therefore agreed that another approach should be made to the MBA in Scotland with a view to drafting joint proposals for submission to SHHD.

After considering possible locations, it was agreed that a Conference of Scottish pharmacists should be held in Turnberry Hotel, Ayrshire, October 13 and 14. It was agreed that the AGM should be held in Edinburgh on June 13.

- ☐ The Merck Sharp & Dohme and Geigy Awards would be advertised shortly. The Guild had accepted an offer of an annual gold medal with a prize of £50 from Nicholas Laboratories Ltd. The education and science committee recommended that it should be awarded for a major scientific contribution to hospital pharmaceutical practice and be presented annually at the day conference. An attempt would be made however to initiate the award at a function this autumn commemorating the fiftieth anniversary of the Guild. The Hooper Prize of £25 would be awarded to the best Paper given by a young pharmacist at the day conference.
- ☐ The working parties on the negotiations with the ASTMS and the Pharmaceutical Society were considering a draft set of rules which would be the basis for negotiations with ASTMS and a draft constitution of the proposed hospital pharmaceutical group of the Society

Surprise items in return old medicines campaign

A campaign mounted this month to persuade the residents of the London Borough of Harrow to return their unused medicines to the chemists in the area brought out some unexpected poisons. One of these was sodium cyanide the total collected being 1,275g. Another unusual return was bottles of arsenic greens.

So far as the unused medicines were concerned at least 100,000 assorted tablets and a large quantity of ointments and eye drops were collected.

The borough council who were pleased with the results of the campaign and the assistance given by local pharmacists, said the total haul of solids weighed over half a ton.

The neighbouring Borough of Hillingdon begins a similar campaign in March

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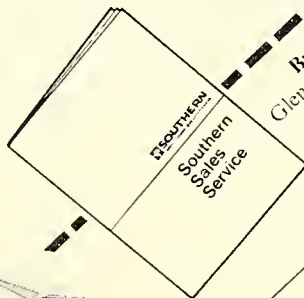
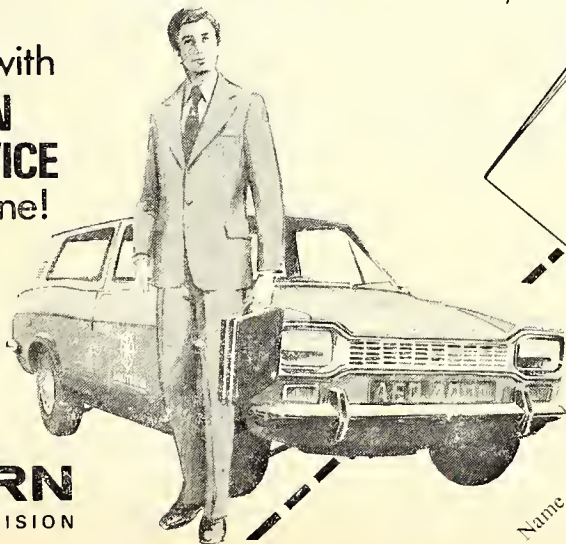
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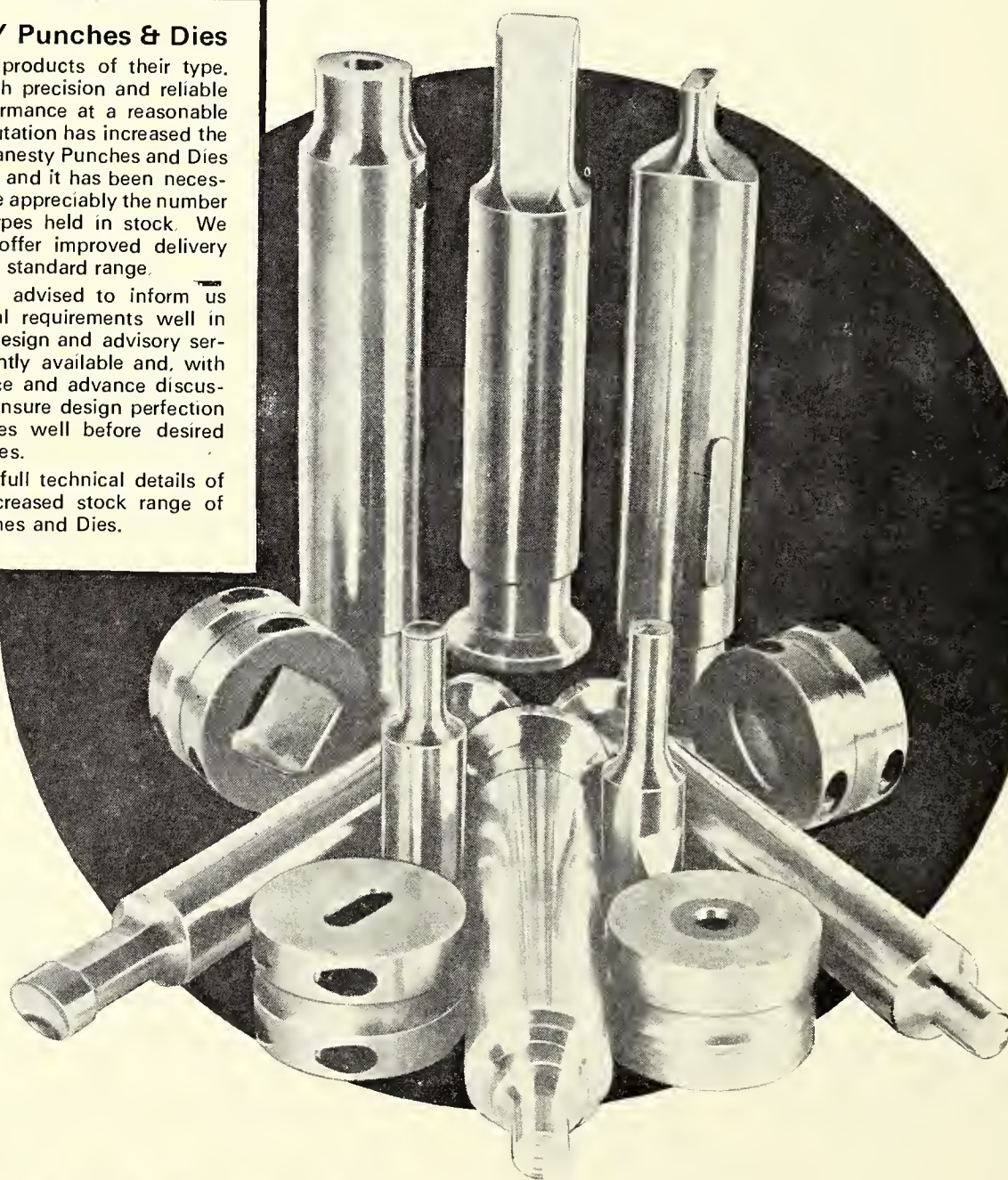
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MANESTY

The role of the industrial pharmacist in Europe

If harmonisation of pharmaceutical legislation were to take place in the EEC countries one of the important outcomes for industrial pharmacists is likely to be the monopoly conferred on them said Dr H. J. Hannema, president of the industrial pharmacists group of the EEC (GPIIP).

Dr Hannema, a young Dutch pharmacist working for a German firm in Italy was addressing the Pharmaceutical Society's newly formed industrial group in London on February 14. He said he thought the risks for public health so great that production and quality control of medicines should only be carried out under the supervision of somebody with a university's education who had pharmaceutical technology and pharmaceutical analysis as part of his education. The pharmacist also had the advantage of being educated in synthesis and in drug action. That being so Dr Hannema "found it rather strange that the UK with its long tradition in recognising diplomas has not yet done this for the industrial pharmacist." It was reasonable that a non-pharmacist could pass an additional examination in biological sciences to qualify him for the task.

Layman as arbiter

In production and quality control the rule had usually been to separate the two in order to avoid a person having to reject his own product. Where disputes arose the speaker thought the problem would be best decided on by the immediate superior—usually a layman. "I think it logical that a manager without technical knowledge should decide in the most difficult technical problems—perhaps one should say unhindered by knowledge."

The responsibility for legal matters would gladly be undertaken by the pharmacist, Dr Hannema believed. In case of accidents to a patient the authorities wanted to deal with a qualified person rather than the head of the company.

"This legal responsibility would of course not mean that the pharmacist is always guilty with every accident. Unwanted side effects for example have nothing to do with quality control or production. Another example might be a refusal by the company to replace an obsolete piece of equipment. In this case the responsibility is taken over by the president of the company," he added. Of course the company would have to have an insurance to protect the private possession of the pharmacist against risks.

From a company's standpoint the main problem in harmonisation of EEC legislation may well be that connected with prices. In most of the European countries drug prices were strictly controlled by the State. Only Holland and Germany had relative freedom. It was possible that harmonisation might also require harmonisa-

tion of prices.

Earlier Dr Hannema had briefly surveyed the position of the pharmacist in industry in each of the EEC countries. The following is an abstract:—

Holland: The country has accepted more or less the EEC requirements for the pharmaceutical education and made a considerable concession by reducing the study to six years (from 8-10 years). There are now about 70-80 industrial pharmacists, approximately 40 having a full time job in the industry, 30 having a part-time job in the industry and 10 with foreign diplomas. In Holland the law, introduced in 1963, requires that every pharmaceutical manufacturer has a pharmacist, who is legally responsible for the quality of the drugs. Those companies having already a "chemist" in 1963 are allowed to keep him until he retires, but will then have to replace him with a pharmacist. The industrial pharmacists have formed a national association, the NIA, which is a division of the Pharmaceutical Society (KNMP).

Belgium: There are about 200 industrial pharmacists. The law of 1955 required every manufacturer of antibiotics to have a pharmacist. In 1960 this was extended to every manufacturer of drugs. The pharmacist is responsible for quality control and has to sign the pharmaceutical part of the registration file. In many companies they also do the production. Furthermore any batch of drugs entering Belgium should be analysed by a Belgian industrial pharmacist. None but pharmacists may do so, but the legally responsible pharmacist may appoint his assistants to take over part of the responsibility.

Severe requirements

The registration requirements are quite severe especially on the pharmaceutical and toxicological parts. Apart from registration there is also a price control by the Ministry of Economical Affairs. In fact they determine the prices after a well-defined scheme of calculation.

The Belgian industrial pharmacist has to be registered after taking a specialisation course of 1-2 years.

Luxemburg: The legal situation is almost identical to the Belgian. A new Benelux-law will soon be introduced which will apply to all drugs to be sold on the Benelux-market. This law requires that a pharmacist and no other academician should be responsible for production and quality control. Every batch of imported drug must be analysed by a pharmacist.

France: The law requires that a pharmacist and no other should be legally responsible for both production and quality control. There are about 1,300 industrial pharmacists in France. Every pharmacist (not only the industrial pharmacists) has to be registered in the so-called Ordre,

Unlike Belgium the Ordre is a very active association. They organise conferences, advise the members and represent pharmacists officially towards the authorities.

It is therefore not surprising that there is also a private and independent association of pharmacists, the Syndicate of which about 300 industrial pharmacist are members. They however defend mostly the social and financial interests of the pharmacists.

Italy: A chemist, pharmacist or "laureato" is the legally responsible production leader who signs the pharmaceutical part of the registration documents, both for production and quality control.

Germany: The law requires a legally responsible head of the production, but he might be a pharmacist, chemist, biologist, physician (or even veterinarian for some products). The industrial pharmacist just as any other pharmacist, has to register in the so-called "Kammer". The number of industrial pharmacists is about 870.

Denmark: There are about 500 industrial pharmacists, most of them belong to an association called Industrifarmaceuten. Some of the industrial pharmacists are also members of the association of retail pharmacists.

Not all of them work in pharmaceutical industry, about 40 work in the wholesale food and beverage industry, etc. The legal responsibility of the pharmacist is small. For drug specialities no qualification is required for production and testing.

A new Medicines Act is being discussed now and it is thought that EEC directives have been taken into account.

Irish Republic: The situation is more or less as in the UK. An Association of Industrial and Wholesale Pharmacists of the Irish Republic was formed in December, 1972.

'Original enthusiasm lost'

During question time Dr Hannema was asked how GPIIP worked; did the discussions always go first through the various national associations? The answer was that the national associations were asked to express their opinion but in the past they had not co-operated as well as the speaker would have liked. The Common Market was 14-15 years old and there had been no progress in that time. "They seem to have lost some of their original enthusiasm," Dr Hannema added.

Replying to a question as to whether pharmacists took an active part in wholesale distribution he said most countries required the wholesaler to have a pharmacist on their staff, particularly if there was any manufacturing done. In Italy there were about 600 wholesalers of which 400 were big enough to employ a pharmacist. The rest do not call themselves wholesalers but depositories. Here the goods remain the property of the manufacturer until sold. They are charged direct from the maker and the depository issues a claim for handling charge.

Could pharmacists transfer from one section of pharmacy to another? In most countries there was freedom of movement but some discrimination existed in Belgium, was his answer.

Mr C. C. B. Stevens, vice-president of the Pharmaceutical Society who chaired the meeting said that the industrial group of the Pharmaceutical Society now had 600 members.

Central NHS Committee acts on working party proposals

A number of schemes for Local Pharmaceutical Committees to elect a proportion of the Central NHS Committee members were considered by the Central Committee at its January meeting. Further consideration is to be given to the matter at this month's meeting.

The proposal, accepted by local representatives last October, is one of several recommendations of the Linstead NHS working party acted upon by the Central Committee.

It was decided that renewed representations be made to the Department of Health in accordance with recommendation 7 of the working party report about the need to provide for patients receiving their medicines from doctors and from hospitals, safeguards similar to those provided by the Drug Testing Scheme.

In accordance with recommendation 8 of the report it was decided that a working party be set up to study the arrangements for the supply of oxygen under the NHS to domiciliary patients with particular reference to (a) training facilities for

new suppliers; (b) the desirability of arranging a separate contract; and (c) the basis and level of remuneration of the supplier.

It was agreed that recommendation 9—"That the Pharmaceutical Society be invited to suggest to its regions the desirability of organising in appropriate areas, and where possible in conjunction with an educational institution, short courses of instruction in the knowledge and skills needed for the supply of the appliances described in the Drug Tariff"—be passed to the Council of the Society for consideration.

Locum costs

Further consideration was given to the implications of recommendation 10—"that a four-week leave period be used in calculating the cost of a locum in the overheads of a contracting pharmacy". A memorandum on locum costs, prepared by the Committee's consultants, was considered and it was decided that the Committee continue to press the Department on the matter.

A letter had been received from the Department agreeing in principle to the Committee's proposal that information be obtained on the timing of the submission of VAT credit returns by the contractor and their settlement by Customs and Excise.

It was reported that the final results of the discounting inquiry were expected to be available in time for the February meeting. The names of D. M. Crossland, G. H. M. Graham, D. Royce and H. Stein-

man would be submitted to the Department of Health for service on the Joint Pricing Committee for England, and those of G. T. M. David, H. J. Gatehouse and J. E. Lewis for service on the Joint Pricing Committee of Wales.

The Department had replied that they were unable to agree to the Committee's claims in respect of rota fees as the increase of 2p in the professional fee secured by the Committee with effect from August 1, 1972, combined with the considerable increase in the number of prescriptions dispensed in 1972 would possibly result in an overpayment position on the balance sheet.

The Committee continued its consideration of NHS reorganisation and there was prolonged discussion on professional advisory machinery, with particular reference to the method of election of area contractor committees. It was decided that meetings be arranged with the Pharmaceutical Society to discuss the election and the appointment of regional and area pharmaceutical officers.

A report was presented of a meeting between representatives of the Central Committee and a number of other bodies to discuss the "Implications of any introduction of child resistant containers and closures".

Prescription statistics for August were

	1972	1971
Total prescriptions	20,969,310	19,176,85
Total cost	£18,233,587	£15,109,68
Average total cost	86.95p	78.79
Average on-cost		
(after discounting)	5.29p	4.67
Average fee	16.83p	14.89

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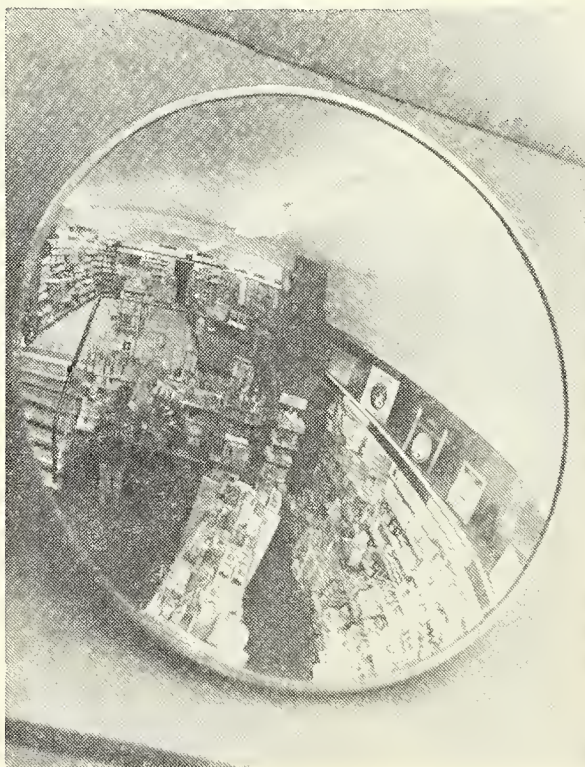
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Branch motions on planned distribution, manpower, and practice in the future

Twenty-three motions have been submitted for consideration by the Pharmaceutical Society's Branch Representatives meeting on May 17.

The meeting is being held at the Connaught Rooms, Great Queen Street, London WC2, commencing at 9.30 am.

The Branch motions are as follows:

CARDIFF

1 . . . in paragraph 4 of the Byelaws, section III, "Fellows", the words "of not less than twenty years' standing" should be deleted.

2 . . . the Byelaws, Section V—"Students", be redrafted to recognise officially the new position of pharmacy students in the Society's affairs.

SLOUGH

3 . . . council should ensure an adequate income for the pharmacist by actively pursuing a policy of planned distribution of pharmacies and the supply of medicines only through pharmacies.

HARROGATE

4 . . . the Society should provide, for unregistered pharmacy graduates engaged in the pharmaceutical industry, a form of membership which would provide recognition as persons qualified to supervise and control the manufacture of medicines in industry within the EEC.

BEDFORDSHIRE

5 . . . the council . . . should pursue its stated policy of adoption of the six principles included in the draft directive on the retail sale of medicinal products in the EEC, with special emphasis on item 6 which states that it is considered that full professional responsibility of the pharmacist is of such importance that he should at least be the owner of the medicaments he supplies and the apparatus and equipment that is in the pharmacy (there is an exception where the pharmacy is the property of a public authority or non-profit making co-operative institution when permitted by national legislation).

SHEFFIELD

6 . . . the council . . . should seek ways and means to promote legislation to ensure that

- a) no individual pharmacist, partnership or body corporate may have more than one set of premises in contract to provide NHS pharmaceutical services, and
- b) that the pharmacist actively responsible for the pharmacy is party to the contract and receives the professional fees for the NHS dispensing.

COVENTRY

7 . . . the new prescription requirements for drugs controlled under the Misuse of Drugs Act should apply to prescriptions for all medicines.

CHESTER

8 . . . dispensing undertaken in doctors' surgeries and family planning clinics

should be subject to the same supervision as dispensing in pharmacies.

9 . . . That it is the opinion of this meeting that the present scheme for the testing of medicines and appliances in the NHS is very unsatisfactory and should be replaced by a new scheme, placing the emphasis on quality assurance instead of the integrity of the supplier, and applied at all places where medicines and appliances are distributed to the public.

BIRMINGHAM

10 . . . in view of recent manpower survey results, the increasing number of students entering pharmacy and the decline of retail establishments, the council should take steps to formulate a policy specifying the optimum number of students per annum necessary for maintaining a professional pharmaceutical service.

BRADFORD

11 . . . the council should take measures to ensure that graduates undertaking pre-registration experience are afforded the rights and privileges of the former students of the Society, and in particular, that such persons are promptly made aware of their local branch and regional organisations of the Society.

LEEDS

12 . . . a working party be established, either by the Society alone or with other interested parties, to plan the future pattern and practice of pharmacy.

COVENTRY

13 . . . the range of medicines which retail pharmacists are legally entitled to sell without prescription should be extended so that the rights of pharmacists become more in keeping with their responsibilities.

HARROGATE

14 . . . the Society should initiate and lead a campaign to ban the advertising of medicines on television and radio.

FINCHLEY

15 . . . the Society should actively encourage general practice pharmacists to give a professional appearance to their pharmacies.

LEEDS

16 . . . due to the ever increasing costs of printing and postage, branches publishing a regular news letter should receive a supplementary grant.

CHESTER

17 . . . the Society should make every effort to improve and strengthen its public relations.

FOLKESTONE

18 . . . the method of dispensing foil packed tablets in skillets is unsatisfactory, and this meeting asks the council to approach the ABPI with a view to standardisation of foil pack sizes and also to request the Department of Pharmaceutical Sciences to design a rigid container suitable for dispensing these products.

PORTSMOUTH

19 . . . pharmaceutical manufacturers should supply small packs for use when small quantities are occasionally prescribed. The fact that large packs only are available, often leads to unnecessary stock.

WEST HERTFORDSHIRE

20 . . . the Society extends the requirements for labelling of dispensed medicines to include certain additional specified warnings.

PORTSMOUTH

21 . . . the council should urge the Department of Health and Social Security to conduct regular publicity campaigns through the communications media designed to reduce accidental poisoning by stressing that all medicines should be kept out of the reach of children.

SLOUGH

22 . . . treatment cards warning patients about drug interactions should be standardised and produced by the Department of Health and Social Security, after agreement on content with relevant organisations.

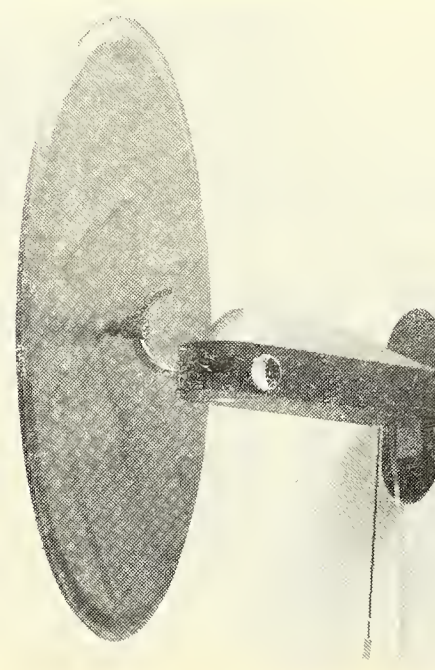
HASTINGS

23 . . . notices of regional meetings and conferences, published in the *Pharmaceutical Journal*, should be given more prominence.

Shopfitting round-up

A Volumatic glass fibre backed convex mirror mounted on to the new security scanning unit is operated by an on/off pull cord switch. The scanning unit is driven by a sealed maintenance-free electric motor and gives a lateral movement of 120 degrees every 20 seconds or so.

In this way a larger section of the sales area of a store can be opened up to view than with a number of static mirrors. At the same time the movement of the mirror is designed to draw the attention of pilferers to the security device and thus provide a powerful deterrent. Volumatic Ltd, Kingfield Road, Coventry CV6 5AS.



Market News

'THAT WAS THE PRICE THAT WAS'

London, February 21: Because of the continuing weakness of the pound sterling it was virtually impossible to get quotations for many essential oils and crude drugs for forward delivery during the week. Dealers refused to name a price unless there was an order waiting to be placed and where transactions took place a wide spread of prices was noticeable changing often from hour to hour.

Always a speculator's market, pepper attracted even more attention as the stock market fell into disfavour. Ginger from Nigeria was dearer but Cochin was lower.

Shipments of Tinnevely senna from the port of Tuticorin during January went solely to the European mainland. They included 230 tons of leaves and 29 tons of pods. Dearer were benzoin, cherry bark, hydrastis, lemon peel and Chinese menthol. Brazilian menthol was lower at £3.40 kg, cif, with the new crop coming along. Also lower were balsam Peru and tonquin beans.

Although dealers were cautious in trading in most essential oils it was those oils of Chinese origin which were the most difficult to find.

Pharmaceutical chemicals

Cortisone acetate: £0.25 per g.
Cyanocobalamin: Up to 200-g lots £2 per g.
Dextromethorphan: Hydrobromide £110 kg.
Dienoestrol: 5-kilo lots £0.07 per g.
Digoxin: 25-kg lots £2.30 per g.
Dimidium bromide: 5-g lots £3.20 g.
Emetine: 5-kg lots hydrochloride £285 kg; bismuth iodide £200.
Physostigmine: 100-g lots salicylate £0.69 per g; sulphate £0.88 g.
Pilocarpine: 1-kg lots hydrochloride £95; nitrate £88.
Piperazine: (Under 50 kg) adipate £9.963 kg; citrate £0.92½; hexahydrate £0.663; phosphate £0.02½.
Potassium acid tartrate: £423 metric ton.
Potassium citrate: £353 per metric ton.
Quinidine: Alkaloid (10-kg lots) £50 kg; sulphate £47.50.
Quinine: (Per kg in 85-kg lots) alkaloid £36.25; bisulphate £27.50; dihydrochloride £35.25; hydrochloride £34.50; sulphate £30; hydrobromide (10-kg) £34.40.
Salicylamide: (Per metric ton) 5-ton lots £700; 1-ton £710; 500-kg £720.
Sorbitol: Powder £335 metric ton for over 250 kg.
Stillboestrol: BP In 25-kilo lots £33 kg.
L-Thyroxine: £1.15 per g.
L-Triiodothyronine sodium: £2.50 per g.

Crude drugs

Balsams: (kg) Canada £4.40 spot; shipment £4.30, cif. **Cobaiba:** BPC £1.20 Para, £0.90, Peru, £2.20 £2.05, cif. **Tolu:** BP £1.50.
Belladonna (metric ton) leaves £320 spot; £315, cif. Herb £250; £225, cif. Root, £320 nominal spot.
Benzoin: BPC £44 to £50 cwt spot; £43-£48, cif.
Buchu: Spot cleared; March-April shipment £2.10, cif.
Camphor: BP natural powder not offering from origin.
Cardamoms: (Per lb cif) Alleppy greens No. 1 £1.57; prime seeds £1.58, both cif.
Cascara: Spot £500 metric ton; no cif offers.
Cassia: Lignea, broken £810 metric ton cif.
Cherry bark: Shipment £465 metric ton, cif.
Ginger: (ton) Cochin, new crop £300, cif. Jamaican not quoted. Nigerian split £335, cif. peeled £430, cif. Sierra Leone, withdrawn.
Menthol: (kg) Chinese spot £6.20; shipment £6.05, cif. Brazilian spot £380; afloat £350, cif.
Jalap: Mexican 15% resin £1.025 metric ton.
Kola nuts: West African halves £100 spot; shipment £85 metric ton, cif.
Lanolin: Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.
Lemon peel: Spot £340 metric ton; £335, cif.
Liquorice root: (metric ton) Chinese £105 spot; £70, cif. Russian £120 spot, £80, cif.
Lobelia: American herb £780 metric ton, cif.
Lycopodium: Indian £4.75 kg; Canadian £5.10 kg.
Mace: Grenada offers withdrawn.
Pepper: (ton) Sarawak black £440, cif; white £630, cif, nominal.
Tonquin beans: Angostura £825 metric ton spot.
Turmeric: Madras finger £220 ton; £195, cif.
Valerian: (metric ton) £2.25, cif. Indian £300 spot; £280, cif.
Waxes: (ton) Bees: Australian £670, cif. **Candelilla** £570 on spot; £545 cif. **Carnauba** prime yellow, spot £700; £640, cif; fatty grey £400; £360, cif.

Essential and expressed oils

Almond: Drum lots £0.61 kg.
Anise: Chinese £1.65 kg spot; £1.55, cif.
Bergamot: £9.35-£14 kg as to grade.
Birch tar: Rectified £2.54 kg.
Bois de rose: £5.25 kg, spot; £5, cif.
Buchu: English distilled £210 kg.
Cade: Spanish £0.50 kg.
Cajuput: £0.84 kg on spot.
Camphor white: Spot £0.39 kg; £0.35, cif.
Cananga: Java Scarce, £7.45 kg spot.
Caraway: Imported £14 kg.
Cardamom: English distilled £98.85 kg; Indian £50.
Cassia: Chinese £2.35 kg spot.
Cedarwood: Kenyan £1.90 kg.
Celery: English £25 kg; Indian £18.
Chenopodium: BPC 1959 £767 kg.
Cinnamon: Ceylon leaf £1.27 kg, spot; £1.23, cif. Seychelles leaf rectified £3, cif. Bark, BP £2.20; English distilled bark £93.
Citronella: Ceylon spot £1.45 kg; £1.30, cif.
Clove: Madagascar leaf £1.30 spot, shipment £1.25, cif. English-distilled bud £17.50.
Cod-liver: BP in 45-gal lots £28.80 naked.
Coriander: £8.10-£9.00 kg as to grade.
Cubeb: English, distilled £14.00 kg.
Dill: £6.20 kg spot.
Eucalyptus: Natural 80-85 per cent £0.80 kg, cif.
Fennel: Spanish sweet £2.09 kg.
Geranium: (kg) Bourbon £15.50; Congo £14.
Ginger: English distilled £45 kg; Indian £23.
Juniper: Berry £3.08 kg; wood £0.55.
Lavandin: £2.76 kg spot.
Lavender: French from £4.75 kg.
Lavender spike: From £2.35 kg spot.
Lemon: Sicilian £10-£13.25 kg spot.
Lemongrass: £2.70 spot; £2.60, cif.
Lime: West Indian £7.45 kg spot; £7.15, cif.
Mandarin: £5.85 kg spot.

Nutmeg: English distilled from West Indian £15.75; from E. Indian £13.55.
Olive: Spanish £415-£424 metric ton, cif £425-£435 subject to licence; Tunisian £465-£475, cif. Spot £510-520.
Orange: Sweet £0.46 kg spot.
Palmarosa: £7 kg spot, £6.20, cif.
Patchouli: Spot £8.50 kg spot; £7-£8, cif.
Pennyroyal: £2 kg, new crop.
Pepper: English distilled ex black £35.50 kg.
Peppermint: (per kg) Arvensis Chinese, spot £2.70; £2.62½, cif, afloat. Brazilian £1.65 spot; Feb-March £1.56, cif. American piperato from £6.65, cif.
Petitgrain: Spot £5.40 kg; shipment not offering.
Pimento: Berry £5.30 kg; leaf £4.60.
Rose: (kg) Pummilonis £1.75; sylvestris £0.51.
Rosemary: Spanish £1.90 kg, scarce.
Sage: Spanish £2.09 kg.
Sandalwood: Mysore spot £14; East Indian for shipment £13.40 kg, cif.
Sassafras: Spot £0.54 kg.
Spearmint: (cif) Chinese £6.60; American £5.90.
Thyme: Red £5.25 kg.

Coming events

Tuesday, February 27

Warrington Branch, Pharmaceutical Society, Hill Cliffe Hydro, Appleton, Warrington, at 8 pm. Mr T. D. Turner on "Grass, coke and acid—naturally occurring addictive drugs."

Thursday, March 1

Bedfordshire Branch, Pharmaceutical Society, Halfway House, Dunstable, at 7.45 pm. Annual dinner and dance.
Hastings Branches, National Pharmaceutical Union and Pharmaceutical Society, Postgraduate medical centre, Holmesdale Gardens, Hastings, at 8 pm. Mr T. P. Astill (deputy secretary, NPU) on "VAT". Eastbourne NPU Branch members invited.
Royal Society, 6 Carlton House Terrace, London SW1, at 4.30 pm. Mr E. Kodicek on "Recent research on vitamin D".
Society of Cosmetic Chemists, Royal Society of Arts, 6 John Adam Street, London WC2, at 6.30 pm. Mr R. Baker (Medicines Inspectorate) on "Documentation in good manufacturing practice",—open meeting.
West Ham Association of Pharmacists and East Metropolitan Branch Pharmaceutical Society, Heybridge Moat House, Ingatestone, Essex, at 7 pm. Annual dinner and dance.

Friday, March 2

Liverpool, Wallasey, Birkenhead, Wirral, St Helens, Chester, Southport and Warrington Branches, National Pharmaceutical Union, Liverpool Polytechnic, Byrom Street, Liverpool 3, at 8 pm. Mr T. P. Astill (deputy secretary, NPU) on "VAT".
Nottingham Branch, Pharmaceutical Society, Portland Building, Nottingham University, at 7.15 pm. Annual dinner and dance. Ticket £3 from Mr W. G. Smith, 5 Fairview Road, Woodthorpe, Nottingham.

Sunday, March 4

Lancaster, Morecambe and Westmorland Branch Pharmaceutical Society, Postgraduate medical centre, Ashton Road, Lancaster, at 10.30 am. Fourth annual study day.

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Please write giving details of qualifications and experience to: Mrs. F. J. Wilson, B.Pharm., M.P.S., Editor, MIMS, Haymarket Publishing Ltd., Gillow House, 5 Winsley Street, London W1A 2HG.

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£1,689-£2,100

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Interested applicants may contact the Chief Pharmacist, L. C. Fuller (Bowmansgreen 23333 ext. 261) to arrange a visit or for further information.

Applications with names of two referees to Group Secretary.

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FULL TIME CERTIFIED PHARMACY TECHNICIAN required for busy department. Applications with names of two referees to Hospital Secretary or telephone Chief Pharmacist, Amersham 4411, Ext. 1, for further details. Please quote ref. 737

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Replies will be held in confidence.

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Excellent commission.

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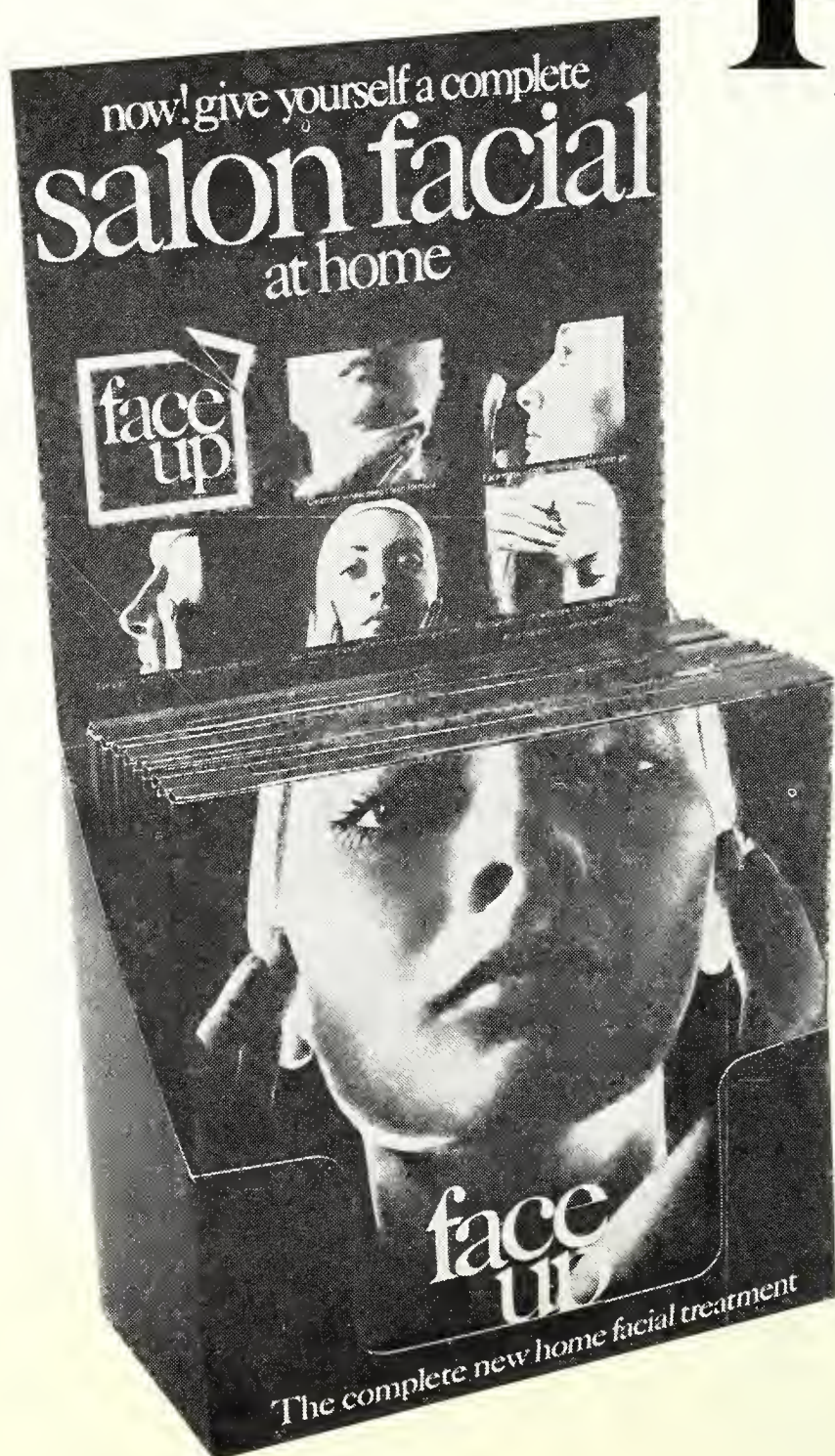
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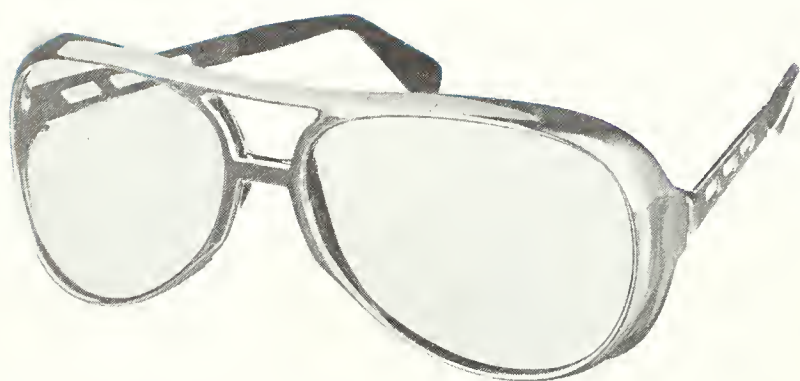
7346



Pilot shape.
R/T branches,
metal hinge,



Price to public £1.00



7345

Pilot shape.
R/T branches,
pin hinge,

Price to public 70p.

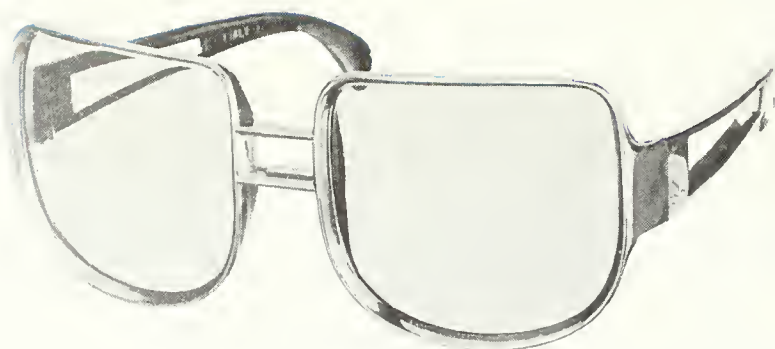
7344



R/T branches,
metal hinge,
Assorted lens colours.



Price to public 70p.



7338

Shield shape.
R/T branches,
pin hinge.

Price to public 50p.

Prices shown do not include VAT

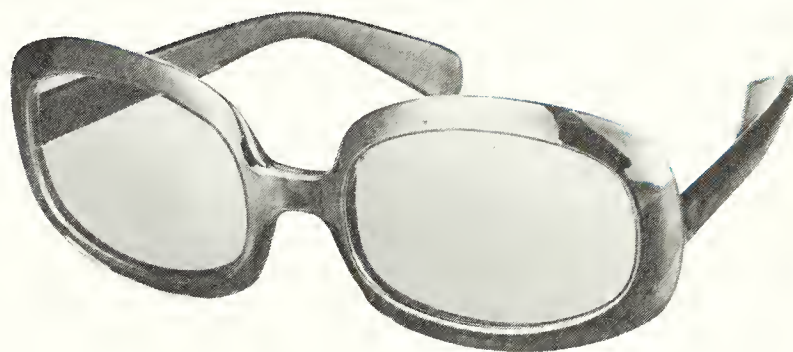
METALLISED FRAMES

7337



R/T branches,
pin hinge.
Assorted lens colours.

Price to public 50p.



7336

Pin hinge,
assorted lens
colours and frames.

Price to public 50p.

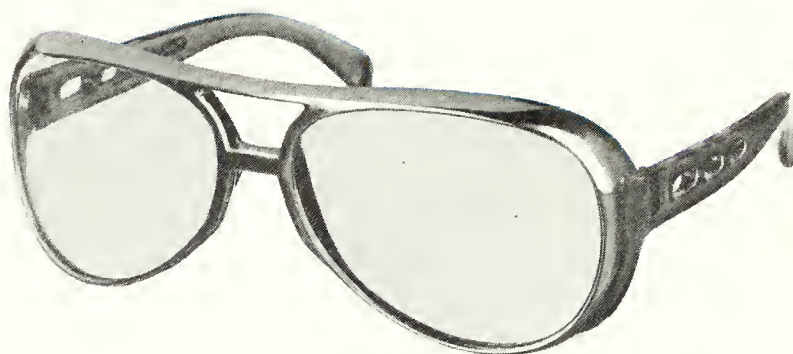


7335



Shell branches,
pin hinge.
Assorted lens colours.

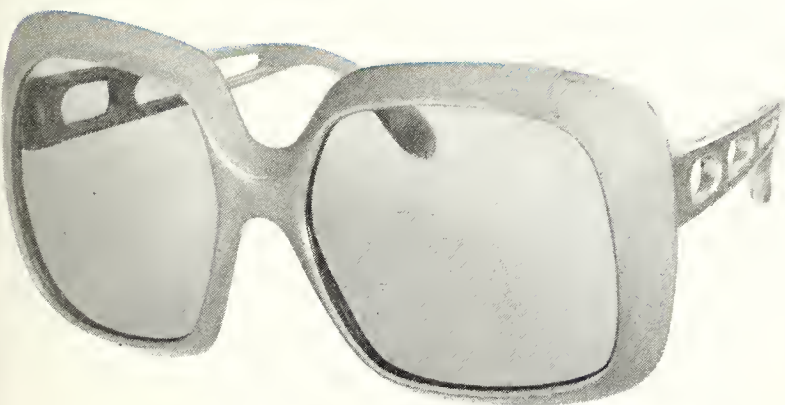
Price to public 50p.



7334

Large square shape.
R/T branches, pin hinge.
Gold and Silver frames.

Price to public 50p.



Prices shown do not include VAT

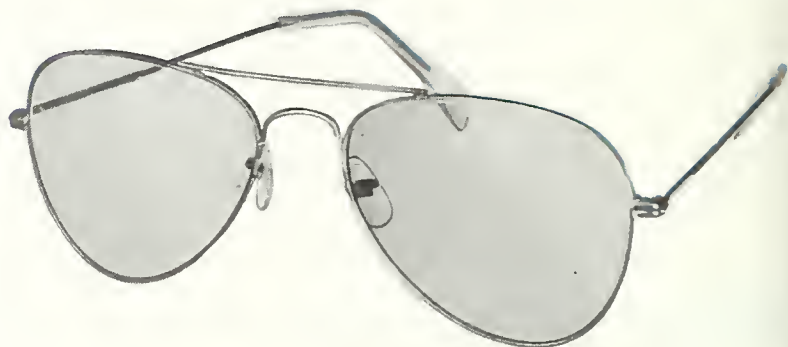
METAL FRAMES

7343



Nickel and gilt frames,
pilot shape, lens
colours smoke and rosol.

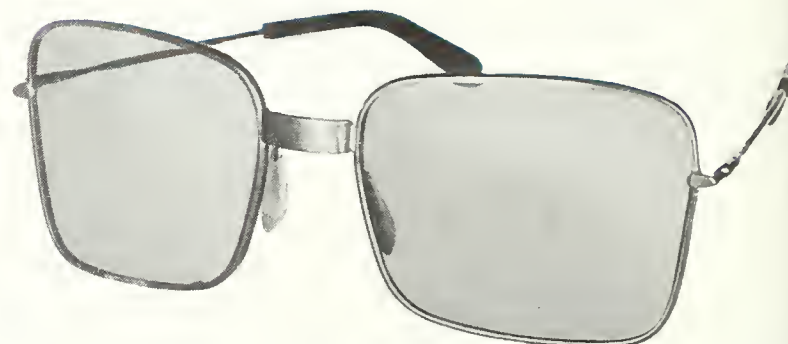
Price to public 60p.



7342

Nickel and gilt frames,
lens colours smoke
and rosol.

Price to public 60p.

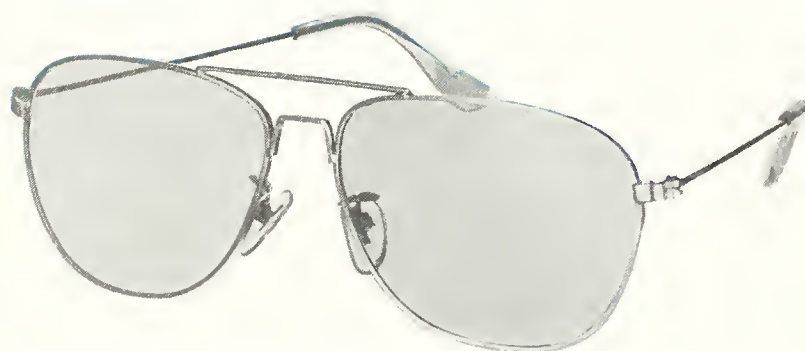


7341



Gilt only.
Assorted lens colours.

Price to public 60p.



7340

Nickel and gilt frames.
Lens colours: Smoke
and Brown.

Price to public 60p.



7339



Nickel and gilt frames.
Lens colours: Smoke
and Brown.

Price to public 60p.

PLASTIC FRAMES

7333



Ladies' Plastic lens,
metal hinge.
Black or Shell.

Price to public 50p.



7331



New style,
men's shape,
mirror lens.

Price to public 40p.



7332

Men's Plastic lens,
metal hinge.
Black or Shell.

Price to public 50p.



7330

Men's mirror lens.
Pin hinge. Narrow branch.
Black or Shell.

Price to public 40p.



7329



Large square plastic lens
and frame. Pin hinge.
Shell only.

Price to public 35p.

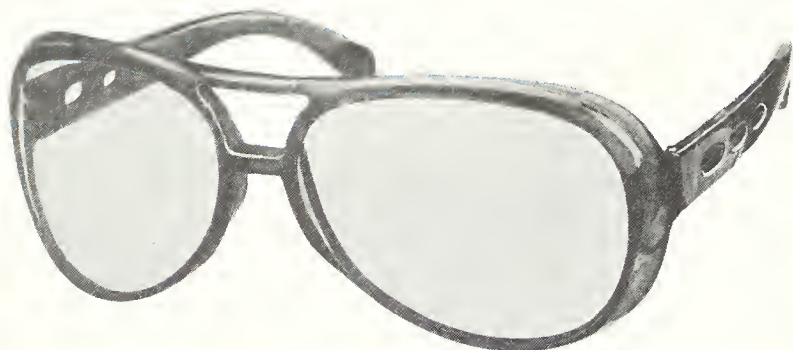
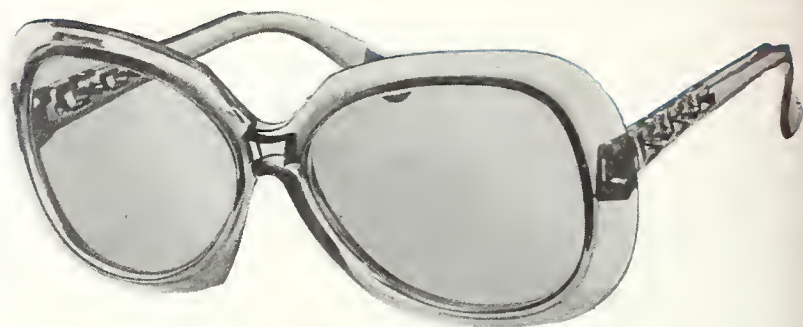
PLASTIC FRAMES

7328



Ladies' shape, split bridge.
Plastic lens. Pin hinge.
Shell and assorted colours.

Price to public 30p.

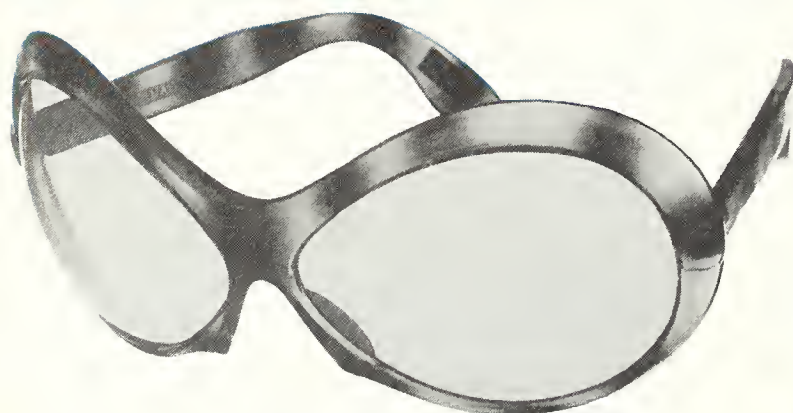


7326



Browline shape.
Plastic lens, pin hinge.
Black only.

Price to public 30p.

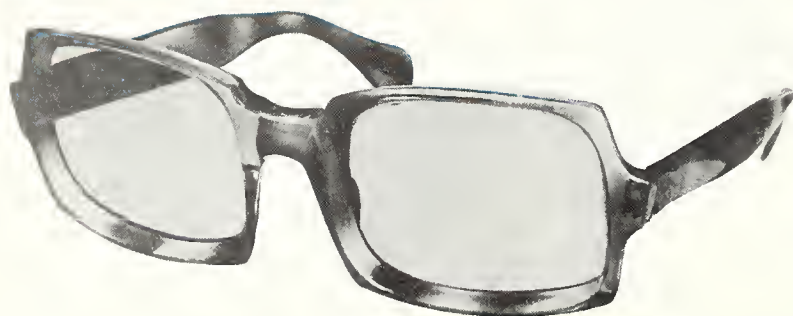


7324



Ladies' shape, split bridge.
Plastic lens, pin hinge.
Shell and assorted colours.

Price to public 25p.



7327

Ladies' shape. Rayban bridge,
plastic lens, pin hinge.
Black and Shell assorted.

Price to public 30p.



7325

Ladies' large bow shape.
Plastic lens, metal hinge.
Black or Shell.

Price to public 25p.



7323

Ladies' plastic lens,
metal hinge. 2 shapes.
Black, Shell and assorted colours.

Price to public 25p.

Polarised 1973

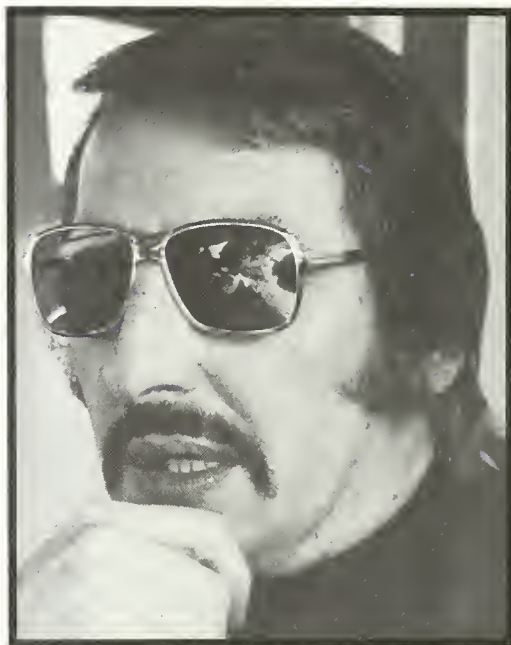


from the House of Bartex

FOUR FACES OF FASHION



3002/PL



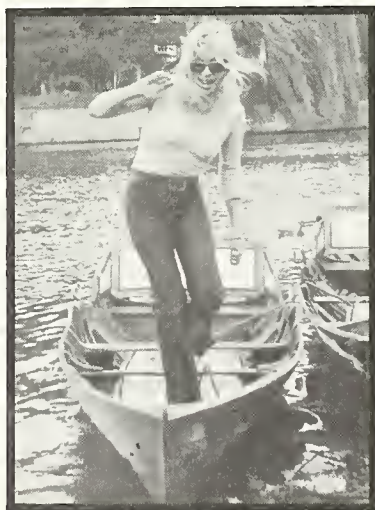
3005/PL



3007/PL



The Bartex Delicate Strong Look
for 1973. New method of
Moulded Metal Frames in
Black, Silver & Gilt.



3008/PL



**All at one price
£1.50**

Prices do not include VAT

TOP TEN

Guaranteed protection with Bartex polarised sun-
glasses. Exciting styles in chrome and gilt frames.
— Polarised lenses made in the U.S.A.
Covered by 100% money back guarantee without
affecting retailers or wholesalers margins.

All at one price
£1.80 Prices do not include VAT



CHROME ONLY

PL/14



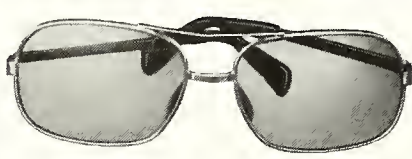
PL/814



PL/816



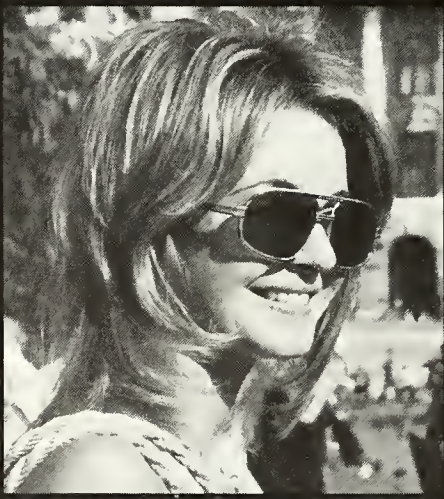
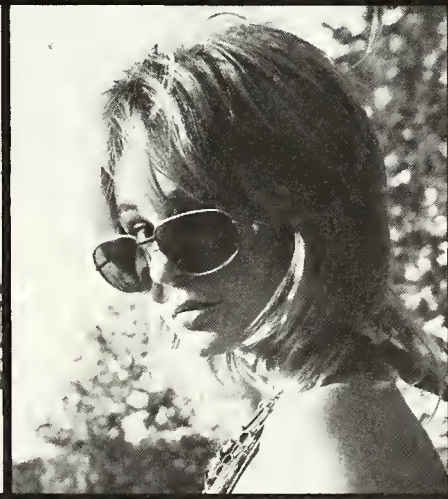
PL/2053



PL/2054



PL/0571



PL/0737



PL/0738



PL/823



PL/824

BARTEX POLARISED CLIPOVERS



PL/CLIPOVERS

Bartex polarised 1-piece clipovers, available in 3 sizes. Complete in protective case.

Price to public
95p



Bartex polarised "Flip-Clips" in 3 sizes, small, medium or large. Complete with protective case.

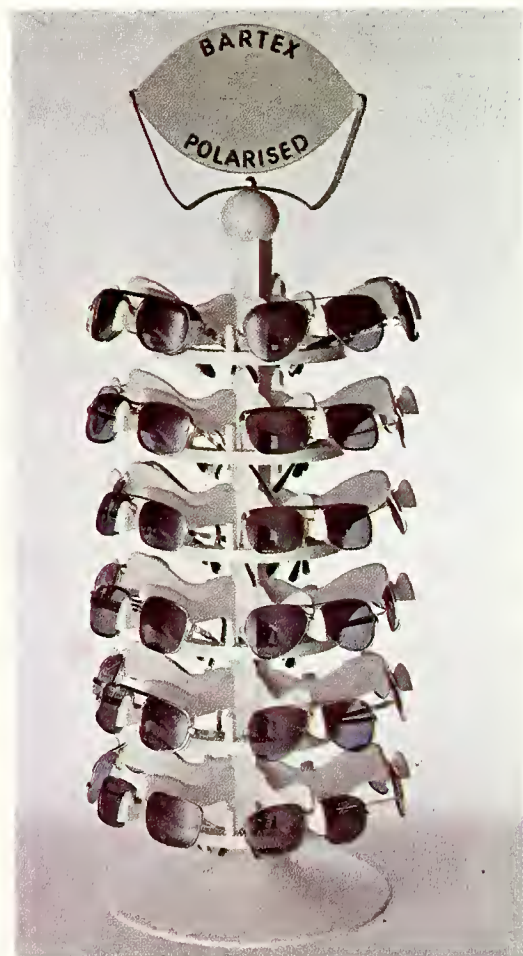
Price to public
£1.13

Cases Special cases for Bartex polarised sunglasses are available to the public.

DISPLAY STANDS

Eye catching Sales aids to make your Bartex Sunglasses sell themselves. Ideal for window or counter displays.

Free of charge



This beautifully styled display stand will be supplied free of charge with a full assortment of Bartex polarised sunglasses & clipovers to the value of £75 to the retailer.



The counter display and pack which you get free of charge with every 2 dozen Bartex polarised sunglasses.



The box that provides your customer with his 100% money back guarantee, without affecting your margins.

PLASTIC FRAMES

7322



Ladies', plastic lens,
pin hinge,
shell only.



Price to public 25p.



7320



Ladies'/Men's wrap-around.
Plastic lens, pin hinge.
Smoke, Green, Rosal.

Price to public 20p.



7318



Ladies', octagonal shape,
plastic lens, pin hinge.
Black or Shell.

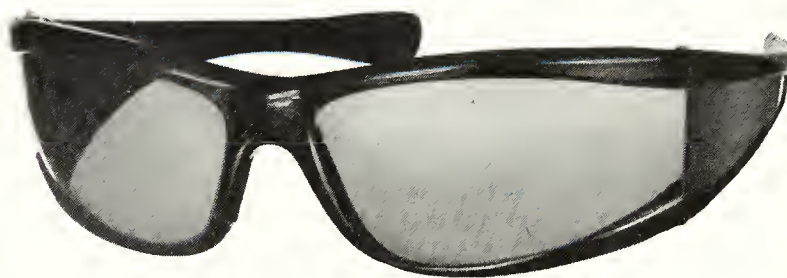
Price to public 20p.



7321

Men's shape, plastic lens,
pin hinge. Wide branch.
Black only.

Price to public 25p.



7319

Ladies', oval, wrap-around.
Plastic lens, pin hinge.
Black or Shell.

Price to public 20p.



7317

Ladies' large round eye.
Plastic lens, pin hinge.
Black or Shell with coloured lenses.

Price to public 20p.

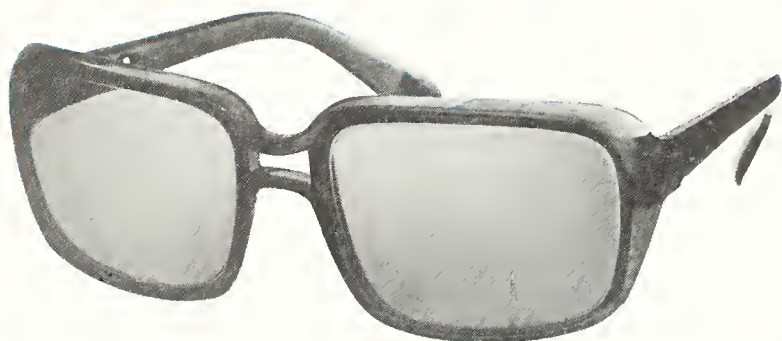
PLASTIC FRAMES

7316



Large round eye,
plastic lens, pin hinge.
Black or Shell. Coloured lens.

Price to public 20p.



7315

Men's shape.
Plastic lens, pin hinge.
Shell only.

Price to public 20p.



7314



Ladies' round eye.
Plastic lens, pin hinge.
Shell only with coloured lens.

Price to public 20p.



7313

Large round eye.
Plastic lens, pin hinge.
Black or Shell.

Price to public 20p.



7312



Ladies' semi-wrap-around.
Plastic lens, pin hinge.
Shell only.

Price to public 15p.



7311

Ladies' shape.
Plastic lens, pin hinge.
Shell only.

Price to public 15p.

PLASTIC FRAMES

7310



Ladies' plastic frame, pin hinge.
Black or Shell
with assorted coloured glass lenses.



Price to public 15p.



738



Ladies' large round eye.
Wrap-around style.
Plastic lens, pin hinge.
Assorted coloured frames and lenses.

Price to public 12p.



736



Ladies'/Men's, shield shape.
Plastic lens, pin hinge.
Black only.

Price to public 12p.



739

Ladies' octagonal shape.
Plastic lens, pin hinge.
Assorted colours.

Price to public 12p.



737

Men's shape,
Rayban Bridge,
pin hinge.

Price to public 12p.



Note: Prices do not include VAT

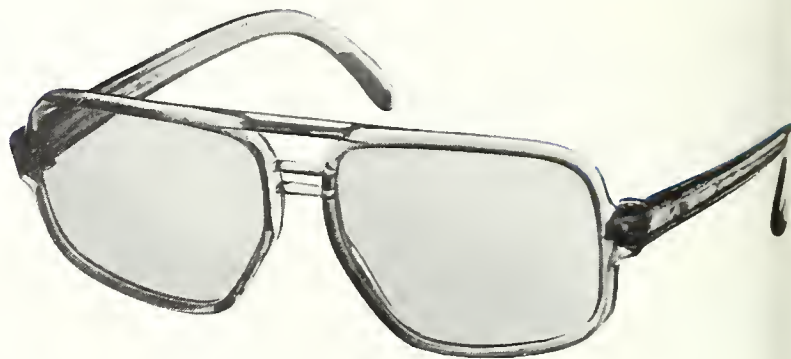
CHILDRENS SUNGLASSES

735



Children's plastic lens.
Two shapes. Assorted colours.

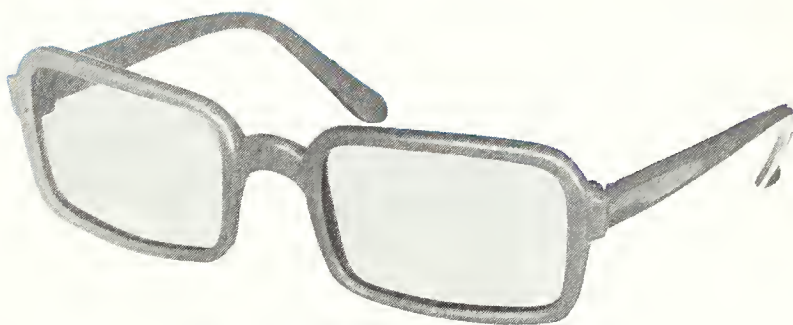
Price to public 10p.



734

Children's plastic lens.
Assorted shapes and colours.

Price to public 9p.



733



Juvenile, pilot shape. Plastic lens.
Assorted colours.

Price to public 9p.



732

Children's round eye. Plastic lens.
Assorted colours.

Price to public 9p.



731

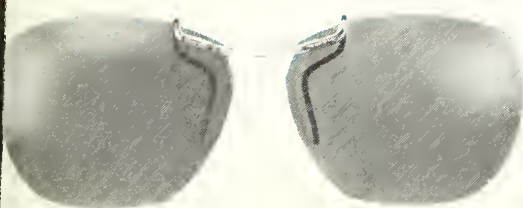


Children's polythene. Two styles,
carded 1 doz.

Price to public 6p.



CLIPOVERS



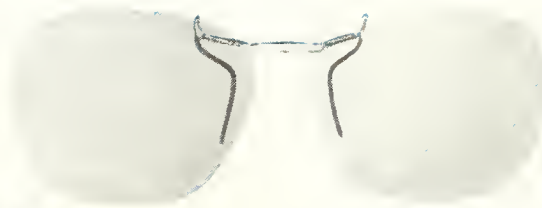
French Nu Clip in assorted sizes.
Complete in plastic case.

25p.



M1 series Bartex clipovers,
available in 4 sizes: A, B, C & H,
Complete in plastic case.

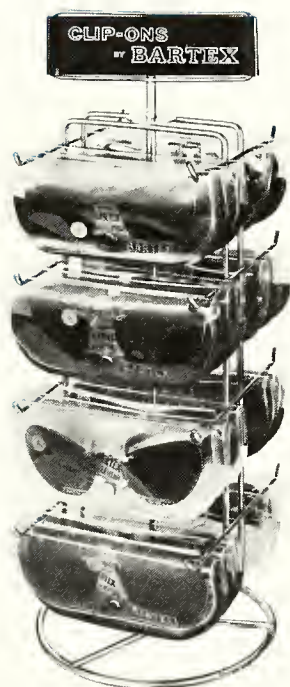
42p.



Bartex standard Clipover. Assorted
sizes, each in polythene bag.

20p.

STANDS



This stand is supplied free with either of the
following selection of Bartex Clipovers:

Selection "A"

½ doz asstd. Polarised Flip Clip
1 " " " Clipovers
8 " M1 Bartex Clipovers
(2 doz each A.B.C.H.)
(Total 9½ doz) price to retailer

Price to Public

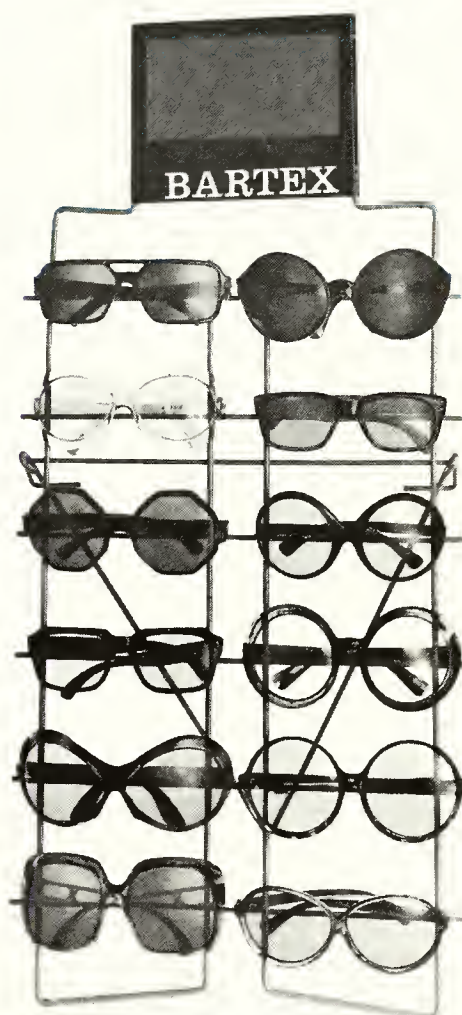
£1.13 each
£0.95 each
£0.42 each
£39.00

Selection "B"

12 doz Bartex Clipovers
(2 doz A, 4 doz B, 4 doz C,
2 doz H.)

price to retailer

£0.42 each
£40.32

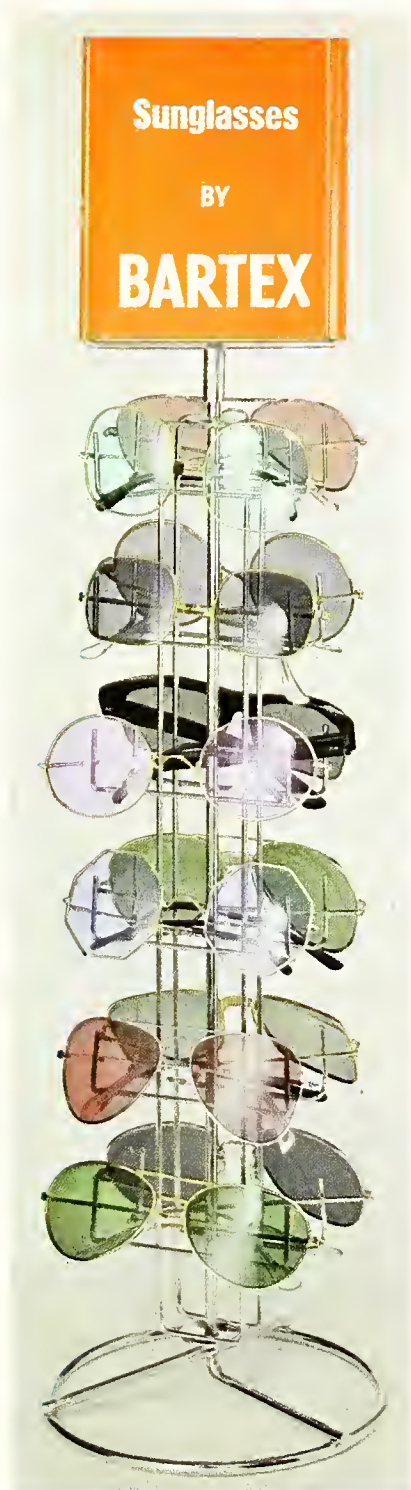


73/3

"This neat, easy pack-away display stand
is available free of charge with an
assortment of Bartex Fashion Sunglasses,
to the value of £20 to the retailer."

BARTEX DISPLAY STANDS

73/2



This elegant, compact display stand supplied free of charge with an assortment of Bartex Fashion Sunglasses to the value of £30 to the retailer.

73/1



This beautiful display stand supplied free of charge with an assortment of Bartex Fashion Sunglasses, value £75 to the retailer.

Cases Available on request

Trade Discounts Usual trade discounts to wholesalers are allowed.



Alfred Franks & Bartlett Co. Ltd., Bartex House, 167-185 Freston Road, London W10 6TH. Tel: 01-960 0922